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Rapid Appraisal of Livestock Markets In Punjab and Sindh

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Abstract:

Livestock markets are trading places for live animals where suppliers and buyers can make transactions. The regulatory laws for livestock markets applied in Punjab and Sindh are not comprehensive and do not cover all the aspects necessary for the markets to function efficiently. These laws mainly deal with recovering revenue through auctioning collection rights in livestock markets. However, the amount generated, in most cases, is not invested back for the provision of facilities in the markets. To obtain in-depth information regarding the functioning of livestock markets, a Rapid Market Appraisal (RMP) was conducted at markets in Punjab and Sindh. The report describes in detail the state of livestock markets in Punjab and Sindh, and identifies the distortions created by the current system. The RMP also critically evaluates the exploitative behavior of influential players in the market chain and issues of concern for affected parties. Observations include different marketing strategies and practices such as supply channels, trading and evaluation procedures, pricing mechanism, rate and procedure of market charge collection, role and influence of different stakeholders, deficiencies and distortions in the markets and availability of information and facilities in the markets. The RMP also explains the Status of hygienic conditions and availability of veterinary staff in the markets. The roles of different departments such as the Local Government and Livestock and contractors responsible for the establishment and management of these markets were also evaluated in order to create a more complete picture for policy formulation.

Abbreviations/Acronyms

RMA	Rapid Market Appraisal
TMA	Tehsil Municipal Administration
KPK	Khyber Pakhtoon Khuwa
Beopari	Type of local trader
UHT	Ultra Heat Treated
LG&CDD	Local Government and Community Development Department
LS&DD	Livestock and Dairy Development
Pirri	Livestock Market

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Executive Summary

Marketing of live animals is dominated by the traders, marketing agents and contractors. Producers, in spite of being the owners of the product, have little information about the price trends, supply-demand situation and marketing practices which puts them at the weakest position in the supply chain. Livestock markets are held daily, weekly, fortnightly, monthly and annually. Some special markets are also held on some special occasions like the annual festivals specific to the area or 2-3 weeks before Eid-ul-Azha. Most of these markets have been held for a long time, and the relevant people are well-aware of the dates. Previously, all the efforts made for the development of the livestock sector was focused on the enhancement in production and no attention was paid to improvement in the marketing of live animals. The benefits of production can't be fully achieved until its marketing aspect is properly addressed. If the marketing system works efficiently, it promotes production, and efficient production attracts people involved in the marketing of livestock.

In order to get first-hand information regarding the functioning/management of livestock markets and to explore the economic behavior of the people inside the market, a Rapid Market Appraisal of these markets in Punjab and Sindh was conducted. Livestock markets were selected, for the purpose of appraisal, keeping in mind the schedules for holding these markets, geographical location, size and type of market and type of livestock being traded in the markets. Different observations were made regarding the availability of facilities in the market, type of suppliers and buyers in the market, their needs and concerns about marketing practices, and deficiencies and distortions in the market. In addition to the stakeholders and their influence in the market chain, the appraisal also observes sources of revenue and their utilization, damage caused by the recent floods to the livestock marketing sector, and the pricing and marketing system.

Livestock markets in Punjab and Sindh are mostly owned and contracted out by the local governments. A significant contractual amount is received in this way, most of which is not invested back in the markets. These markets, except for a few, are devoid of any facilities such as shade, water, ramps, fodder and fodder troughs, sanitation and drainage, weighing and boundary wall. No veterinary staff or provision of market information was found available in the markets visited. On the basis of appraisal, findings made are presented below:

a) There are usually three types of livestock markets in Punjab and Sindh: primary collection markets, secondary distribution markets and terminal markets. These markets are held weekly, fortnightly, monthly, biannually and annually. Some markets are also held on special occasions, such as Eid-ul-Azha.

b) Livestock markets are contracted out by the relevant Local Government, in some cases by the Cantonment Board, to different contractors for the collection of transaction/entry charges, under "The Punjab Local Government (Auctioning of Collection Rights) Rules, 2003". The contractual money is considered a revenue source by the relevant local government, mostly used for other purposes and is not invested back in the markets for the provision of facilities.

c) These markets are mostly lacking even in basic facilities like shade, water for humans and animals, ramps for loading/unloading, weighing, fodder troughs, boundary walls, sanitation and drainage. No veterinary staff for disease checking/health certification is available in the markets which leads to the spread of animal diseases to other areas/provinces.

- d) Livestock markets are dominated by the contractors and traders while farmers, as sellers and buyers, have the weakest position in the market chain, having relatively little information about market prices and trends. The prevalence of brokers is common in the markets. About 50% deals are finalized through the brokers while the remaining 50% are finalized directly by the seller and buyer without the involvement of brokers.
- e) There is no system to spread market information. All spread of information is based on personal contact. This leads to exploitative behavior by traders, since they have more information due to frequent contact with other markets.
- f) Market charges and methods of collection is different in each market. Producers face discriminating behavior and are mostly charged at full rate while traders are charged at discounted rate.
- g) The evaluation of animals for sale and purchase in the market is based on personal judgment and weighing is not practiced.
- h) In the markets, deals are finalized through secret negotiations and auctioning is not practiced. Knowledge of the supply-demand situation and bargaining skills also play a role in the finalizing prices.
- i) No record of any type regarding number of animals arrived, animals traded and value of trade is maintained in the market. Although receipts for entry/transaction charges are issued but these do not cover all the aspects and the information so obtained is not compiled at any level.
- j) Fixing of meat prices by the local administration is the reason of non availability of good quality meat to the consumers as no premium is associated with the quality of meat and it leads to slaughtering of old and sometimes unhealthy animals.
- k) Transportation is also a major cost item in the marketing of live animals. It ranges from an auto rickshaw to a trailer. Sharing of transport is a common practice at all levels, it minimizes the transportation cost. Share of transportation cost in the total marketing cost ranges from 12% to 40% depending on type of livestock being traded, distance to market, mode of transport and rate of other market charges.
- l) Relevant people/stakeholders are not aware of any law/rules governing livestock markets.
- m) Illegal trade of live animals, mostly to Iran and Afghanistan, is reported to be the one of the causes of increasing prices of animals in the markets.
- n) Animals are purchased in the markets for meat, milking or young stock for rearing. Buying of animals with a major purpose to get their hides and skins was not noticed during the appraisal.
- o) Nine districts in Punjab and eighteen in Sindh were affected by the recent floods which caused severe damage to livestock sector in these provinces. The monetary value of loss occurred in the shape of loss of animals and infrastructure was estimated, to be rupees 675.538 million in Punjab and rupees 16,064.00 million in Sindh, by the relevant livestock departments.

1.0 Introduction

Livestock sector contributed approximately 53.2 percent of the agriculture value added and 11.4 percent to national GDP during 2009-10. Gross value addition of livestock at current factor cost has increased from Rs. 1,304.6 billion (2008-09) to Rs. 1,537.5 billion (2009-10) showing an increase of 17.8 percent as compared to previous year.ⁱ

Livestock farming is an integral part of rural small farmers. It has a vast untapped potential for productivity increase and income generation. Small farmers and landless livestock producers derive around 10-25 percent of their incomes from this sub-sector. About 50 percent of the red meat supply in the country comes from large ruminants, yet beef production is not considered a separate specialized production activity. Rather it is treated as a by-product from animals kept for dairying and draught purpose.ⁱⁱ Like most of the developing countries, livestock rearing in Pakistan is still a significant source of income but it is raised/managed in a traditional way rather than on commercial basis. Most breeds of large animals in Pakistan are famous for either milk production or draught power with hardly any beef breed. Therefore the entire livestock production system revolves around milk production activity. Generally spent animals, old bullocks and young male calves are slaughtered. Similarly under age and weight sheep and goats are routinely slaughtered without any effective check at slaughter houses and other places. These animals are mostly not raised on commercial basis resultantly yield low carcass weight and encounter high mortality.

A rapidly growing economy, higher per capita incomes and rising population are the determinants of increase in demand for livestock products which exerts a continuous pressure on the country's livestock resource base.ⁱⁱⁱ In Pakistan, the increase in animal products has mainly been the result of an increase in animal numbers, not productivity per animal. However improved animal efficiency will be an imperative necessity for future increase in food production.^{iv} Further there are bright prospects of export of "Halal" meat to Middle Eastern countries. Pakistan is expected to be preferred on account of cultural, religious and proximity basis. Moreover, great demand in Saudi Arabia on the eve of Hajj can also be met by imports from Pakistan. Presently it is felt that a change is in process and people involved in this profession/trade have been motivated by the high returns of livestock products, mainly because of higher local and international demand, to adopt the profession of meat production on commercial basis.

Livestock population in Pakistan mainly comprises Cattle, Buffaloes, Sheep, Goats, Camels, Horses, Mules, Donkeys and Chickens. Most of these species have several breeds/types specially sheep and goat and these are all very well adopted to the several agro-ecological zones of the country that vary from the extremes of the frozen north to the hot arid deserts in the south. Around 47 percent of the rural households in Pakistan own livestock and 11 percent of their income come from livestock. According to livestock census 2006, 52% of total cattle population of Pakistan resides in Punjab, 19.7% in Sind, 20% in KPK and 8% in Baluchistan.

Marketing is an important aspect of any livestock system. It provides the mechanism whereby producers exchange their livestock products for cash. The cash is used for acquiring goods and services which they do not produce themselves, in order to satisfy a variety of needs ranging

from food items, clothing, medication and schooling to the purchase of breeding stock and other production inputs and supplies.

Realizing its importance, livestock marketing studies are essential to provide vital information on the operations and efficiency of the livestock marketing system for effective research, planning and policy formulation in the livestock sector.

For the formulation of an institutional and legal framework for livestock markets, detailed information regarding functioning of these markets was required. Literature available on the subject speaks about non availability of facilities, like shade/shelter, water, loading/unloading, electricity, health certification, etc in the markets but nothing is stated about poor regulation of these markets, concerns of sellers and buyers, supply mechanism and price behavior and factors affecting the supply and demand of livestock in the market.

In order to get firsthand information about economic behavior of different players in the markets by observing market transactions and operations and keeping in view the time and resource constraints, an approach known as Rapid Market Appraisal, (originally developed as Rapid Rural Appraisal), was applied. This research technique when compared to traditional surveys by Chambers: it was concluded that the rural surveys are one of the most inefficient way of obtaining information – the longer the research takes, the longer and less usable the report tends to be and greater the time available for sweeping the dirt under the carpet.^v He and other saw the need for quick and cost-efficient methods to obtain information.

This report includes all the primary information obtained from persons visited at different points in the marketing process. General findings have been summarized. Conclusions from this appraisal are to be used in framing of a proposed policy and regulatory framework for livestock sector in Punjab and Sind.

2.0 Coverage and Methodology

The challenge of this consultancy, defined in the Scope of Work, was “to conduct a Rapid Market Appraisal of Livestock Markets in Punjab and Sindh to reveal the current status of these markets and their functioning, which will further be used for drafting an institutional and legal framework for livestock markets. Livestock markets in Punjab and Sindh were visited to obtain in-depth information regarding functioning of these markets. As the livestock markets are not held daily so markets for visits, for the purpose of obtaining required information, were selected keeping in view the schedule of holding the markets, geographical coverage, size and type of market and type of livestock being traded in the markets. At first step livestock markets in Punjab were covered which included primary collection markets, secondary distribution markets and terminal markets. Secondly terminal markets at Karachi and then collection markets in interior Sindh were covered. Suppliers, buyers and other stakeholders were interviewed through a questionnaire to get the required information. In total ten markets in Punjab and four in Sindh were visited for the purpose of appraisal. In addition to that dairy farmers, representatives of farmers’ associations, cattle farmers, brokers and other stakeholders were visited to get their views on the matter. Exploring rather than question and answer style of data collection was adopted to reach the required information.

Following aspects have been covered in the report by using the information collected during the appraisal:-

- i. Study of existing livestock markets and existing infrastructure, business process, institutional arrangements, human resource and financial capacity.
- ii. Review of physical damage caused by the floods and economic losses caused in the livestock marketing sector.
- iii. Identification of various stakeholders in the livestock sector and their position/influence in the market chain.
- iv. Identification of existing deficiencies and distortions in current practices and determination whether they are conducive to enabling the fair, efficient and growth oriented functioning of livestock markets.
- v. Determination of time and cost to private and public sectors based on current policies and practices.
- vi. Identification of sources and revenue over the past five years and determination of their utilization.
- vii. Identification of needs and concerns of suppliers and buyers based on their perceptions and their recommendations for the improvement of situation.

i) Study of existing livestock markets

Livestock markets are held at different levels. Some markets are held exclusively for a specific type of livestock and in some markets there is a mix of livestock available for trade. During the visit of markets observations like record keeping, rate and display of market charges on

transaction/entry, awareness about any law governing these markets, availability of different facilities such as shade, water for humans and animals, ramps for loading and unloading, availability of fodder, boundary wall, weighing scale, electricity, sanitation, presence of veterinary staff, way the transaction is held, presence of brokers and their role and charges, were made. Views of contractor/its agent, on the issue, were also obtained. Information so collected has been compiled separately in the report for each market visited during the appraisal.

ii) Review of physical damage caused by the floods and economic losses caused in the livestock marketing sector.

To get the requisite information about the losses, caused by the recent floods, to the physical infrastructure of livestock markets and economic losses caused in the livestock marketing sector, relevant livestock departments of Punjab and Sindh were contacted, who had already conducted this exercise. Additional information, on the issue, was also obtained from different stakeholder while visiting the livestock markets during the survey.

iii) Identification of various stakeholders in the livestock sector and their position/influence in the market chain.

There are various stake holders in the livestock sector, most of which are in the livestock markets and others are outside the market. Stakeholders in the livestock markets include suppliers (farmers/producers, livestock traders/beoparies), buyers (farmers/producers, livestock traders/beoparies, butchers, buying agents of processing/exporting industry, dairy farmers, consumers), contractors, brokers. Stakeholders outside the market include hides and skins traders, Government departments like Livestock and Dairy Development, as the health certification of animals being traded and disease control in the markets are important aspects to be covered, and Local Bodies (TMAs). Local bodies (TMAs) are concerned as they get handsome amount through the auction of collection rights, from the markets. Views of all of these stakeholders, on the issue, were obtained and their position, in the market chain, was evaluated.

iv) Deficiencies and distortions in current practices and their impact.

During the visits of livestock markets, deficiencies and distortions in the current practices and their impact on the functioning of these markets was observed. Views of different stakeholders in this regard were also obtained through a questionnaire.

v) Determination of time and cost to private and public sectors based on current policies and practices.

Time and cost to private and public sector, because of the current policies and practices, was determined during the appraisal. Business process was evaluated by obtaining required information, through interviews, from the suppliers and buyers in the supply chain.

vi) Identification of sources and revenue over the past five years and determination of their utilization.

Revenue for livestock markets is generated through the auction of collection rights, by the relevant Tehsil Municipal Administrations (TMA), to different contractors. Required information, for the livestock markets visited, was collected from the contractor/its agent during the visit.

Normally there is no organized system of regular record compilation and maintenance of revenue collection from the markets at any central level. Livestock and Local Government Departments in Sindh and Punjab were contacted to get the required latest available information.

vii) Identification of needs and concerns of suppliers and buyers.

In the livestock markets there are different types of suppliers and buyers. During the visit of these markets they were interviewed through a questionnaire to get their views about the current system of working of these markets, availability and requirement of facilities and deficiencies, issues and their concerns regarding these markets. Their needs and recommendations for the improvement and better functioning of the markets were also recorded.

viii) Livestock pricing and marketing mechanism

During the appraisal, pricing and marketing mechanism was observed in detail and suppliers and buyers were interviewed in this regard to understand the mechanism and its weaknesses were highlighted for improvement.

ix) Livestock major products for marketing

Although every part of the livestock is used and nothing goes waste but the extent and level of utilization of livestock products is still a question mark. Information regarding major livestock products and marketing of same was collected from various sources and issues in the proper utilization of these products were highlighted for improvement.

x) Major findings

Major findings, based on the appraisal and from the information gathered from other sources, have been set out at the end of the report.

3.0 Results

Information gathered during the Rapid Market Appraisal, by visiting different livestock markets and from other sources, in Punjab and Sindh, was compiled and analyzed. Information so obtained is interpreted in different sections of results and findings as given below:-

i) Existing livestock markets and existing infrastructure, business process, institutional arrangements, human resource and financial capacity.

There are in total 284 livestock markets in Punjab and 90 markets in Sind. These include small primary collecting markets, secondary distribution markets and large terminal markets.

Holding of markets: Livestock markets are organized at different levels such as; sub-tehsil, tehsil and district levels. We can term these markets as primary collection markets, secondary distribution markets and terminal markets. These markets are held on daily, twice a week, weekly, fortnightly, monthly, bi-annually and sometimes on yearly basis. Most of these markets are being held since ages therefore both buyers and sellers are mostly well informed about these markets days and dates. In addition some special livestock markets are also organized on provincial/regional festivals. Daily based special markets are also organized about 2-3 weeks before the eve of Eid-ul-Azha, a Muslim festival. In some markets animals of different categories are traded in separate sections of the market but in most of the cases animals of all categories are mixed up which create problem for the buyers in finding out the desired animal which is also more time consuming.

Contracting out of markets: The local government awards the contract under “*The Punjab Local Government (Auctioning of Collection Rights) Rules, 2003*”. Terms and conditions of contract speak about the value of contract, payment schedule and schedule of charges which the contractor may charge, as the transaction occurs, within the declared livestock market or on entry of livestock in the market. It does not say anything about the responsibilities of local government or contractor about rights of sellers and buyers or facilities to be provided in the market. The schedule of charges was not found displayed in the market premises, in the absence of which the sellers and buyers are exploited in different ways by the contractor/its agents. The contract awarding authority seems to be least concerned about what is going on inside the market except the regular receipt of installment of contract amount. Similarly the contractor or its agents remain busy in collecting money from suppliers and buyers in the market in all possible ways.

Market Charges: Levy of charges in the markets is not uniform. In most of the markets fee is charged at a certain rate, as prescribed in the schedule of charges mentioned in the terms and conditions of agreement (mostly 3% to 5% of value of transaction). Complaints

Table 1: Market charges in different livestock markets in Punjab and Sindh

Livestock Market	Charges on Entry (Rs.)	Charges on Transaction		Charges on Exit (Rs.)	Other Charges (Rs.)
		From Seller (Rs.)	From Buyer (Rs.)		
Shahpur Kanjran, Lahore (large animals)	100/animal+ 500/truck	-	-	100/animal+ 500-1000/truck	-
Hasan Abdal (small animals)	-	-	5% of value	-	-
Kamrah (large animals)	-	-	3% of value	-	-
Gondal, Distt. Attock (all types of animals)	5/animal	-	2% of value from traders & 5% of value from producers	-	-
Yaroo Khosa, Distt. D. G. Khan	-	-	Traders – 150/- for large & 25/- for small animal while producers are charged @ 5% of value	-	-
D. G. Khan (Sheep & Goat market)	-	-	Local traders – Rs. 35/animal, outside traders Rs. 60-70/animal while producers are charged @ 5% of value	-	-
Multan (large animals)	135/animal	150/animal	250/animal	-	-
Bahawalpur (all types of animals)	-	-	Traders- Rs.300/large animal & Rs. 60-80/small animal while producers are charged @ 4.5% of value	-	-

Livestock Market	Charges on Entry (Rs.)	Charges on Transaction		Charges on Exit (Rs.)	Other Charges (Rs.)
		From Seller (Rs.)	From Buyer (Rs.)		
Malir, Karachi (meat animals – small & large)	30/large animal & 15/small animal	Rs. 2500/- to Rs. 3,000/- per trailer carrying 60-70 large animals		-	Rs. 500/trailer to Amman Committee
Tando Alah Yar, Sindh (all type of livestock)	10/animal	300/large animal & 50/small animal	300/large animal & 20/small animal	-	-
Bhains Colony, Landhi, Karachi (all type of livestock)	30/large animal & 12/small animal	200/animal	-	-	-
Talhar, Distt. Badin, Sindh (all type of livestock)	10/animal	2% of value for large animal & 100/small animal	200-250/large animal & 10/small animal	-	-

of overcharging by 1 to 2% above the prescribed rate, in some markets, particularly from the farmers/producers visiting the market, were made by many. Farmers selling/buying livestock in these markets face discriminating behavior from contractors' side as they are charged at full rate or sometimes over charged while the traders/beoparies, purchasing in bulk, are accommodated and given concession in levy of market charges to create attraction for them in the market as large the number of sellers and buyers in the market higher will be business volume and more returns for the contractor. In other markets fee is charged at both entry and exit points and there are no charges within the market.

In this way every animal entering or leaving the market is charged (cattle market Shahpur Kanjran, Lahore – a big terminal market). In some other markets entry fee as well as transaction charges are levied on sale and purchase of livestock. Detail of market charges currently being charged in different livestock markets in Punjab and Sindh is given in table above.

Brokers: Prevalence of brokers is common in the markets. Sometimes they charge an agreed amount, mostly from the seller, and sometimes they keep both seller and buyer in dark and never let them know about the selling and buying price and pocket the difference amount.

Efficiency: The above stated matters lead to higher marketing time and cost which results in inefficiency of these markets. The efficiency of the market as reflected by the time and cost of the business process and the extent to which price changes are transmitted through the marketing system strongly influences the operation of the markets.

Sale and purchase is done through secret negotiation, auction is usually not practiced. No one, including suppliers, buyers and contractors, responded positive about any law governing these

markets. As in livestock markets trade of live animals occurs and disease checking/health certification of the animals, being traded, is an important aspect of the trade but presence of Livestock Department was not visible in the markets.

Infrastructure/facilities: Livestock markets are devoid of most of the infrastructure/facilities like arrangement of shade, water for humans and animals, ramps for loading and unloading of livestock – incidents of injury of animals during loading/unloading were reported by many, availability of fodder, boundary wall, weighing scale, electricity, sanitation/drainage and presence of veterinary staff.

Health certification: Animals being traded in the markets are not certified with respect to their health status and it has become a major reason for the spread of diseases from one area/province to the other. Further purchase of unhealthy animals from the markets by the butchers is also common which leads to sale of poor quality meat to the consumers.

Types of Markets: There are mainly three types of livestock markets. (i) Primary collection markets, (ii) secondary distribution markets, (iii) terminal markets.

Primary collection markets are held at sub-tehsil/town level, not necessarily on any main road. Small numbers of animals are traded there. Some markets are held separately for small and large animals and in some cases both small and large animals are traded in the same market. Suppliers to these markets are farmers/producers and traders. Farmers mostly sell their livestock to meet their instant cash needs. They have little information about the prevailing prices in other areas/markets as a result they have low bargaining power. The traders who supply to these markets belong to the same area and are well

Characteristics of Livestock Markets

Type of Market	Main Sellers	Main Buyers	Purpose of Purchase
Primary collection markets	Producers/traders	Other producers	For stock replacement or fattening
		Local butchers	Slaughter
		Traders	For resale in larger markets
Secondary distribution markets	Producers/traders	Other producers/farmers	For stock replacement or fattening
		Local butchers	Slaughter
		Traders/buying agents	For resale in terminal markets/supply to processors, dairy farmers and exporters
Terminal markets	Traders	Local slaughter houses/butchers	Slaughter
		Traders/exporters	For supply to different buyers/export
		Dairy farmers	For dairy farms

known to the people. They purchase from the surrounding villages from the farmers. Contact is established through cell phone/personal contact. A price is offered by the trader to the farmer, keeping his margin, as they have a fair idea about the value of animal being purchased. After some negotiation deal is finalized. The farmer tries his best to get the maximum value. For this he does not finalize the deal in the first instance and contacts 2-3 traders. Deal is finalized with the trader who offers the best price. Buyers in these markets are other producers, local butchers and traders. Other producers procure animals for stock replacement or for fattening for future sale to get additional income. Local butchers purchase for slaughtering for onward sale to the consumers. As there is no premium associated with good quality meat and sale price is fixed by the District Government, so the butchers do not buy good quality animals. Mostly they buy a mix of good and poor quality animals in which the ratio of poor quality animals (unhealthy, under age or old animals) is high. Traders buy from these markets for resale in the larger markets. They have the information about the prices of animals in larger markets so they are in a better position to strike a good deal.

Secondary distribution markets are larger markets, mostly held in the vicinity of big cities. Large numbers of small and large animals are traded there. Some markets are held separately for small and large animals and in some markets a mix of all kinds of animals are available for trade. Suppliers to these markets are producers, who come from surrounding areas, and traders who purchase animals direct from the producers in the villages and from smaller markets. As there is a market almost on each day of the week in every district so traders have a better chance to get good price of the animal even if it is not sold in one market. Although there are some costs associated with it but, being experienced in the field, they make cost and benefit calculations. Incidences of selling at low price were also reported by many.

As a variety of type and quality of animals is available in these markets, so all types of buyers visit these markets. Producers visit for stock replacement and fattening for sale on some special occasion like Eid-ul-Azha. Local butchers purchase for slaughtering for sale to consumers. Traders purchase for resale in other big or terminal markets. Traders from other provinces also visit these markets. For example traders from Sindh and Khyber Pakhtoon Khuwa (KPK) visit such markets in Punjab for the purchase of livestock. Traders from KPK mostly purchase old large animals for slaughtering while traders from Sindh purchase dairy animals, good quality cattle and also old dry buffaloes. Similarly traders from Baluchistan purchase old cattle/buffaloes for slaughtering and milking goats for milk from Sind. Buying agents of dairy farmers and processors/exporters also make their purchase from these markets.

Assessment of price is based on the visual observation. For slaughter animals (small and large) age, health and weight of the animal are main attributes. There are no weighing scales in the markets in the absence of which it is difficult to accurately estimate the weight of the animal. When views of sellers and buyers were obtained on it they stated that this is the business and they can accurately judge the weight of the animal along with that they also stated that sometimes there is a misjudgment and they have to suffer a loss because of that. It highlights the necessity of use of weighing scales for the purpose for providing at least some base for negotiation. In the absence of that the farmers, as sellers as well as buyers, being less experienced are definitely at loss.

Terminal markets are held in some main large cities, mostly the provincial headquarters, where livestock from other smaller markets/cities is brought for sale. These markets are mostly held separately for small and large animals. Suppliers to these markets are traders. One can hardly find any producer selling animals in these markets. Forces of supply and demand play their role

in all the markets but in terminal markets their effect becomes visible soon as these markets are buying place for traders from other provinces, exporters and illegal traders. In case of increase in demand for animals in these markets, prices go up which trigger more supply to these markets and vice versa. Domestic demand increases gradually with the increase in income levels, population pressure and general price level and there is a good response time for that. So price also increases gradually. Major factors which push the prices upward are the export of live animals and processed meat and smuggling of good quality animals to neighboring countries. Purchase of good quality animals by the large departmental stores, for selling the meat at premium price, also pushes the prices upward.

Buyers in these markets are local butchers and slaughter houses who purchase animals for slaughtering for onward selling meat to the consumers. Other buyers are traders, local as well as coming from other provinces. Local traders supply to different welfare organizations, departmental stores, processors/exporters. Traders also supply the animals to people involved in smuggling of livestock to neighboring countries. Sometimes the traders from the country, where the livestock is smuggled, directly visit the target market to strike a deal. Traders coming from other provinces mostly purchase old animals for the purpose of slaughtering. Dairy farmers also purchase dairy animals for the replacement of their stocks.

Transportation is an important aspect in the marketing of livestock and it plays its role in the determination of final price. Mode of transportation and its cost depends on distance to target market and the type of livestock being transported. From the village to nearby local market, with in a distance of two to three kilometers, animals are mostly brought on foot. Mode of transportation range from auto rickshaw to a trailer. Producers and local traders bring the livestock to the local market on auto rickshaw, small van, buses and mini trucks. Most common transport, used for transporting animals to the intermediate market, is the mini trucks. Mini trucks and large full size trucks are mostly used for carrying the animals to and from the terminal markets. While mode of transport for interprovincial trade is large trucks and trailers. Trailers are mostly used for the transportation of cattle from Punjab markets to Karachi terminal market. Sharing of transport is a common practice at all levels and it minimizes the transportation cost.

Visit of Livestock Markets

Different livestock markets in Punjab and Sindh were visited, suppliers and buyers in these markets were interviewed through a questionnaire to obtain the information regarding functioning of these markets. Information so obtained with respect to each market is given below separately:-

(I-A) - 9-01-2011(Wednesday), Visit of Livestock Market, Shah Pur Kanjran, Multan Road, Lahore.

General Information

1.	Size of market:	717 Kanals
2.	Whether contracted out or not:	Contracted out by TMA Iqbal Town, Lahore
3.	If yes, value of contract:	Rupees 120 Million (Contract for entry charges – 90 million and for loading charges – 30 million).

4.	Record keeping:	No record keeping. Receipts on the entry of animals are issued but information is not compiled. It will expose the total potential of revenue generation.
5.	Type of animals being traded:	Large cattle which include milking cows and buffaloes, old buffaloes, cows, bulls and young calves for meat.
6.	Timings/day of the market:	10 PM last night to 6 PM the day of market, held every Wednesday
7.	Suppliers and buyers in the market	About 95% suppliers to the market were traders. 70% of buyers were traders, 20% butchers and 10% producers. Pathan traders from Khyber Pakhtoon Khuwa province were the main buyers buying animals for meat purpose.
8.	Display of permissible market charges:	No
9.	Presence of veterinary staff for health certification:	Seldom visit, no one of the respondents responded positively.
10.	Availability of facilities like:- Shade	Tentage by private people who pay to the contractor for the establishment of facility and charge from the user.
11.	Water:	Water facility for animals was available on payment.
12.	Loading/unloading facility:	No cemented ramps. Indigenously established ramps by private people were available who charge for the use of facility (Rs. 50 to Rs. 300 on the basis of size of vehicle)
13.	Weighing:	No
14.	Sanitation/drainage:	Sanitation was poor, no drainage facility. Visitors reported that during rainy season conditions are worst.
15.	Fodder:	Available but at 30-45% higher than market price.
16.	Boundary wall:	Yes.
17.	Fodder troughs	Available on payment.

(I-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	Six suppliers and four buyers were interviewed. Suppliers include five traders and one farmer while buyers include two traders, one butcher and one farmer. Out of four buyers, two were from Khyber Pakhtoon Khuwa province that purchased buffaloes for meat.
2.	Type of livestock being traded:-	Included milking buffaloes and cows and bulls, buffaloes, cows and young calves for meat.
3.	Suppliers - Origin and distance to market	Livestock brought to the market, by the respondents, was from surrounding areas within a distance of 50 to 200 kilometers
4.	Mode of transport used	Common mode of transport used by suppliers was Toyota Hilux and small trucks and by buyers were small and large trucks.
5.	Transportation cost	Transportation cost ranged from Rs. 300/-to Rs. Rs. 600/- per

		animal depending on the mode of transport and distance to market. Collective transportation is usually practiced to minimize the transportation cost.
6.	Market charges paid	On entry to market = Rs. 100/animal (instead of Rs. 90/-) + Rs. 500/truck (5 animals). On going out of market = Rs. 500 to 1000/truck or Rs. 100/animal (loading charges) + Rs. 500 to Rs. 1000/- for the provision of cushioning material for animals (parali) in the truck (depending on the size of truck). Charges for the provision of cushioning material are mandatory even if the facility is not utilized (forced charges).
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and fellow traders are the main sources of information.
8.	Awareness about any law governing the livestock markets	No one of the respondents had any awareness about any law governing these markets.
9.	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	Facilities in the market like tents, fodder troughs, water for animals are available on payment and are much less than required. These should be available in abundance and free of cost.
12.	Facilities required	Other facilities like constructed sheds, water troughs, proper ramps for loading/unloading and veterinary staff must be available in the market, free of charge and sanitation and drainage may also be ensured.
13.	Market charges	Market charges are very high. No schedule of charges was displayed in the market. On the entry point Rs. 100/animal are charged instead of Rs. 90/animal. In addition to that Rs. 500/truck are also charged on entry, which is not justified. Similarly forced charge for provision of cushioning material in the truck for animals, even if you don't use the facility, is absolutely unjustified.
14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that market should be held weekly.

(II) - 22-01-2011(Saturday), Visit of Livestock Market, Hasan Abdal.

1.	Size of market:	Very small market, held on the G. T. Road side, not properly established.
2.	Whether contracted out or not:	Not contracted because of low revenue potential. Representative of TMA Hasan Abdal was present to collect market charges.

3.	If yes, value of contract:	In 2009-10 contract value was Rs. 1,85,000/-.
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Only goats, milking as well as for meat, were there for sale and purchase.
6.	Timings/day of the market:	09 AM to 12 Noon, held every Saturday
7.	Suppliers and buyers in the market	Suppliers were mainly traders while most of the buyers were producers.
8.	Rate and display of permissible market charges:	Market charges @ 5% of value of transaction were being charged. Not displayed.
9.	Presence of veterinary staff for health certification:	No.
10.	Availability of facilities like:-	No.
	Shade	
11.	Water:	No.
12.	Loading/unloading facility:	No.
13.	Weighing:	No
14.	Sanitation/drainage:	No.
15.	Fodder:	No.
16.	Boundary wall:	No.
17.	Fodder troughs	No.

(III). 22-01-2011(Saturday), Visit of Livestock Market, Kamrah.

1.	Size of market:	45 Kanals
2.	Whether contracted out or not:	Contracted out by Cantonment Board, Kamrah.
3.	If yes, value of contract:	Rupees 18.10 Million for three years (2009-10 to 2011-12). Value of contract for 2006-07 to 2008-09 was Rs. 15 million, for 2004-05 to 2006-07 was Rs. 10 million, for 2000-01 to 2002-03 was Rs.7.2 million and for 1997-98 to 1999-2000 was Rs. 2.8 million.

4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Large cattle which include old buffaloes, cows, bulls and young calves all for meat purpose.
6.	Timings/day of the market:	08 AM 12 Noon, held every Saturday.
7.	Suppliers and buyers in the market	About 80% suppliers to the market were traders and 20% were producers coming from nearby surrounding areas. Almost all the buyers were butchers coming from Rawalpindi, Akora Khattak, Mardan, Hazro and Attock buying animals for meat purpose.
8.	Rate and display of permissible market charges:	3% of value of transaction, not displayed.
9.	Presence of veterinary staff for health certification:	No
10.	Availability of facilities like:-	Two sheds constructed by Cantonment Board which were not sufficient during summers.
	Shade	
11.	Water:	Water facility for animals was available.
12.	Loading/unloading facility:	No proper ramps. Indigenously established ramps in poor condition were available.
13.	Weighing:	No
14.	Sanitation/drainage:	No proper sanitation and drainage facility. Visitors reported that during rainy season conditions are worst.
15.	Fodder:	Available but at about 30% higher than market price.
16.	Boundary wall:	No

(IV-A) - 24-01-2011(Monday), Visit of Livestock Market, Gondal on G. T. Road, Distt. Attock (more than 100 years old large market situated at the boundary of Punjab and Khyber Pakhtoon Khuwa)

General Information

1.	Size of market:	Appr. 100 Kanals (private land taken on lease by TMA, Gondal)
2.	Whether contracted out or not:	Contracted out by TMA, Gondal, Distt. Attock
3.	If yes, value of contract:	Rupees 75 Million (for 2009-10 it was 57 million)
4.	Record keeping:	No record keeping. Fee is charged on entry and on transaction, receipts issued but information is not compiled. It will expose the total potential of revenue generation.

5.	Type of animals being traded:	Almost every type of livestock was being traded in the market which include cows and buffaloes for milk and meat, bulls and male buffaloes for breeding and meat, young calves for meat, sheep and goats for milk and meat and also donkeys.
6.	Timing/day of the market:	08 AM to 06 PM, held every Monday.
7.	Suppliers and buyers in the market:	About 80% suppliers to the market were traders supplying from local markets/surrounding areas as well as from Punjab markets and 20% were local producers. Most of the traders bring animals (cows, buffaloes and calves) from Punjab markets. Buyers in the market were traders, butchers, cattle farm owners, dairy farmers and producers visiting from nearby cities as well as from Rawalpindi and Khyber Pakhtoon Khuwa province. Traders from Peshawar and Afghanistan were also reported to be purchasing meat animals.
8.	Rate and display of permissible market charges:	Rs. 5/animal entry charges + 5% of value of transaction. Traders are charged at discounted rate of 2% of value of transaction while new entrants/producers are charged at full rate. Permissible rates were not displayed.
9.	Presence of veterinary staff for health certification:	No.
10.	Availability of facilities like:-	Shades for about 600 animals were available which were much less against the total number of animals in the market particularly during summers.
	Shade	
11.	Water:	Water facility for animals was available which was not sufficient.
12.	Loading/unloading facility:	Loading/unloading facility was available but in a poor condition and less in number.
13.	Weighing:	No. Suppliers and buyers did not show any interest in provision of weighing facility.
14.	Sanitation/drainage:	Sanitation was poor, no drainage facility. Visitors reported that during rainy season conditions are worst.
15.	Fodder:	Available but at 35-45% higher than market price.
16.	Boundary wall:	No.
17.	Fodder troughs:	Available on payment.

(IV-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	Six suppliers and five buyers were interviewed. Suppliers include four traders and two farmers while buyers include four traders and one dairy farmer/producer.
2.	Type of livestock being traded:-	Included milking buffaloes, cows and goats, and old bulls, buffaloes, cows, young calves and goats for meat and donkeys. Young calves carry no value and immediately sold due to

		scarcity of fodder and space. Mostly female calves are purchased by traders from Punjab because easy availability of space and fodder.
3.	Suppliers - Origin and distance to market	Livestock brought to the market, by the suppliers, was from surrounding areas and Punjab from a distance of 25 to 350 kilometers
4.	Mode of transport used	Common mode of transport used by suppliers and buyers was bus, van, toyota hilux, small and full size trucks.
5.	Transportation cost	Transportation cost ranged from Rs. 100/-to Rs. Rs. 700/- per animal depending on type/size of animal, mode of transport and distance to market. Collective transportation is usually practiced to minimize the transportation cost.
6.	Market charges paid	Permissible charges = Rs. 5/animal on entry + 5% of value of transaction, if transaction occurs. Normally traders are charged at discounted rate of 2% and new comers are charged at full rate. Permissible charges were not displayed.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and fellow traders/producers are the main sources of information.
8.	Awareness about any law governing the livestock markets	No one of the respondents had any awareness about any law governing livestock markets.
9.	Market behavior, selling procedure, attributes and, milk potential.	Good market (high demand) during spring season because more availability of fodder. Negotiation, mostly in the ear, is the common way of selling and buying. Size, health, age, weight, milk potential, pedigree and teeth are the main attributes considered at the time of sale/purchase. Milk potential is practically tested.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	Facilities like constructed sheds, water, loading/unloading were available in the market but less in number.
12.	Facilities required	More constructed sheds, water troughs, fodder troughs and proper ramps for loading/unloading may be provided. Presence of veterinary staff and proper sanitation and drainage may also be ensured.
13.	Market charges	Market charges are very high. These should be reduced and schedule of charges be displayed in the market.
14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that market should be held weekly.

(V-A) - 28-01-2011(Friday), Visit of Livestock Market, Yaroo Khosa, Distt. D. G. Khan
General Information

1.	Size of market:	Established on road side, in two parts, without any demarcation, on an area of about 40 kanals, arranged by the contractor.
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2.	Whether contracted out or not:	Contracted out by TMA, D.G. Khan.
3.	If yes, value of contract:	Rupees 65 Million for joint contract for all the five markets in tehsil D.G. Khan given to one party.
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Sheep, goats, kids, lambs, cows, buffaloes and calves for milking as well as for meat.
6.	Timing/day of the market:	07 AM to 03 PM, held every Friday.
7.	Suppliers and buyers in the market:	Suppliers include producers and local traders, purchasing animals from surrounding villages, and buyers include producers, butchers and their agents, traders purchasing from this market and selling in other main markets of D.G. Khan and buying agents of meat processing industry in Lahore.
8.	Rate and display of permissible market charges:	Permissible rate is 5% of value of transaction, if transaction occurs. Traders are charged at discounted rate (Rs. 150/large animal and Rs. 25 for sheep and goat). New comer is charged at full rate.
9.	Presence of veterinary staff for health certification:	No
10.	Availability of facilities like:-	No
	Shade	
11.	Water:	No
12.	Loading/unloading facility:	No loading/unloading facility for sheep and goats. For large cattle indigenously developed rams were available.
13.	Weighing:	No. Suppliers and buyers did not show any interest in provision of weighing facility.
14.	Sanitation/drainage:	No sanitation and drainage facility. Visitors reported that during rainy season conditions are worst.
15.	Fodder:	No
16.	Boundary wall:	No
17.	Fodder troughs:	No

(V-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	Four suppliers and four buyers in the market were interviewed. Among the suppliers were three traders and one farmer while buyers include one butcher, two traders and one buying agent.
2.	Type of livestock being traded:-	Sheep, goats, kids, lambs, cows, buffaloes and calves for milking as well as for meat.
3.	Suppliers - Origin and distance to market	Livestock brought to the market, by the suppliers, was from surrounding areas from a distance of 5 to 40 kilometers.

4.	Mode of transport used	Common mode of transport used by suppliers and buyers was bicycle, bus, van and mini trucks..
5.	Transportation cost	Transportation cost ranged from Rs. 25/-to Rs. 500/- per animal depending on type/size of animal, mode of transport and distance to market. Collective transportation is usually practiced to minimize the transportation cost.
6.	Market charges paid	Permissible rate is 5% of value of transaction, if transaction occurs. Traders pay at discounted rate (Rs. 150/large animal and Rs. 25 for sheep and goat). New comer is charged at full rate. Traders were given concession to effect recovery as most of the sellers and buyers were locals, they strike the deal in the market and delivery takes place outside the market.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and fellow traders/producers are the main sources of information.
8.	Awareness about any law governing the livestock markets	No one of the respondents had any awareness about any law governing livestock markets.
9.	Business process, selling procedure and attributes.	Animals are mostly purchased by local traders from producers in the surrounding villages and sold in local small markets. Producers also sell their livestock in local markets. Other traders purchase from producers in the villages and from local markets and sell in the intermediate markets. Then large traders buy from these markets and sell in terminal markets or supply to the meat processing industry. Negotiation, mostly in the ear, is the common way of selling and buying. Size, health, age, weight, milk potential, pedigree and teeth are the main attributes considered at the time of sale/purchase.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	No facilities/infrastructure was available in the market.
12.	Facilities required	Sheds, water, proper ramps for loading/unloading, presence of veterinary staff and proper sanitation and drainage should be ensured. Fodder troughs may also be made available in the market free of charge.
13.	Market charges	Market charges are very high. These should be reduced and schedule of charges be displayed in the market.
14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that market should be held weekly.

(VI-A) - 29-01-2011(Saturday), Visit of Livestock Market, D. G. Khan**General Information**

1.	Size of market:	Established on outskirts of city, without any demarcation, on an area of about 32kanals.
2.	Whether contracted out or not:	Contracted out by TMA, D.G. Khan.

3.	If yes, value of contract:	Rupees 65 Million for joint contract for all the five markets in tehsil D.G. Khan, given to one party. (in 2009-10, Rs. 43 million and in 2004-05 it was Rs. 27 million)
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Sheep and goats for milking as well as for meat. In addition to that kids and lambs were also available, usually purchased by the producers for raring (arrival of animals for meat 70% and for milk 30 %).
6.	Timings/day of the market:	07 AM to 03 PM, held every Sunday.
7.	Suppliers and buyers in the market:	Suppliers include producers and local traders purchasing animals from surrounding villages and selling in the market (70% traders and 30 % producers), and buyers include producers, butchers and their agents, traders and buying agents of other main buyers.
8.	Rate and display of permissible market charges:	Permissible rate is 5% of value of transaction, if transaction occurs. Local traders/butchers are charged at discounted rate of Rs. 35/animal and outside traders are charged Rs. 60-70/animal. New comer is charged at full rate.
9.	Presence of veterinary staff for health certification:	No
10.	Presence of brokers in the market	Brokers were found active in the market. They facilitate selling and buying and get their commission. Sometimes the commission is known to the seller and sometimes hidden. Known commission is usually about Rs. 100/animal while unknown commission may range from Rs. 500/- to Rs. 1000/- per animal.
11.	Availability of facilities like:-	No
	Shade	
12.	Water:	No
13.	Loading/unloading facility:	No loading/unloading facility for sheep and goats.
14.	Weighing:	No. Suppliers and buyers did not show any interest in provision of weighing facility.
15.	Sanitation/drainage:	No sanitation and drainage facility. Visitors reported that during rainy season conditions are worst.
16.	Fodder:	Available but at 40% higher than market price.
17.	Boundary wall:	No
18.	Fodder troughs:	No

(VI-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	Four suppliers and five buyers in the market were interviewed. Among the suppliers were three traders and one producer while
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		buyers included two butchers, two independent traders and one trader working as buying agent for the main buyer.
2.	Type of livestock being traded:-	Sheep, goats, kids and lambs for milking as well as for meat.
3.	Suppliers - Origin and distance to market	Livestock brought to the market, by the suppliers, was from nearby surrounding areas/villages within a distance of 4 to 45 kilometers.
4.	Mode of transport used	Common mode of transport used by suppliers and buyers was rikshaw, bus, van, mini and large trucks. Large trucks were being used by the traders taking animals to Lahore and Gujranwala.
5.	Transportation cost	Transportation cost to the market ranged from Rs. 20/- to Rs. 35/- per animal depending on mode of transport and distance to market. Collective transportation is usually practiced to minimize the transportation cost.
6.	Market charges paid	Permissible rate is 5% of value of transaction, if transaction occurs. Traders pay at discounted rate (local traders and butchers are charged Rs. 35/animal while outside traders are charged 60-70/animal). New comer is charged at full rate. Local traders were given concession to effect recovery as most of the sellers and buyers were locals, they strike the deal in the market and delivery takes place outside the market.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and fellow traders/producers are the main sources of information. Cell phone is useful in this regard.
8.	Awareness about any law governing the livestock markets	No one of the respondents had any awareness about any law governing livestock markets.
9.	Business process, selling procedure and attributes.	Animals are mostly purchased by local traders from producers in the surrounding villages and from small local markets. Producers also sell their livestock in the market but their share is low. Then large traders buy from these markets and sell in terminal markets or supply to the main buyers at Lahore, Gujranwala and other big cities. Young sheep, male and female, are usually supplied from markets in D.G. Khan to Gujranwala for consumption in hotels/restaurants. Negotiation, mostly in the ear, is the common way of selling and buying. Size, health, age, weight, milk potential and teeth are the main attributes considered at the time of sale/purchase.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	No facilities/infrastructure was available in the market.
12.	Facilities required	Sheds, water, proper ramps for loading/unloading, presence of veterinary staff and proper sanitation and drainage should be ensured. Fodder troughs may also be made available in the market free of charge.
13.	Market charges	Market charges are very high. These should be reduced and schedule of charges be displayed in the market.

14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that market should be held weekly.
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(VII-A) - 29-01-2011(Saturday), Visit of Livestock Market, Multan**General Information**

1.	Description and Size of market:	Established and managed by private people on a piece of land measuring about 30 acres owned/hired by them. There were 4 main owners of land. The main owners have sublet their land to the commission agents with a 50% share in the profit after meeting expenses.
2.	Whether contracted out or not:	Contracted out by TMA, Multan.
3.	If yes, value of contract:	Rupees 75 Million.
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	All kinds of large animals which include cows, buffaloes (M & FM), bulls and calves for milk and meat. (Bulls 50% & others 50%)
6.	Timings/days of the market:	From Saturday morning to Sunday night, held every week
7.	Suppliers and buyers in the market:	More than 95% suppliers and buyers were traders. A small percentage of producers and butchers were also found in the market. Suppliers come from almost whole Punjab while buyers come from the whole country including Peshawar, Karachi and Quetta. Major part of the trade is of meat animals.
8.	Rate and display of permissible market charges:	Charges for entry to market were Rs. 135/animal. Within the market animals are sold through commission agents. Commission charges Rs. 150/animal from seller and Rs. 250/animal from buyer. Charges not displayed.
9.	Presence of veterinary staff for health certification:	No
10.	Presence of brokers in the market	Brokerage was a common practice in the market. Brokers' charges range from Rs. 300/- to Rs. 1000/- per animal.
10.	Availability of facilities like:-	All the below mentioned facilities were provided by the commission agents in lieu of the commission they charge from the sellers and buyers. No facilities by the TMA.
	Shade	Tents provided by the commission agent.
11.	Water:	Yes
12.	Loading/unloading facility:	Traditional ramps.
13.	Weighing:	No. Suppliers and buyers and commission agents responded positively and stated that weighing facility will facilitate trade.

14.	Sanitation/drainage:	Poor sanitation and drainage. Suppliers and buyers stated that during rainy season conditions are worst.
15.	Fodder:	Available but at about 30% higher than market price.
16.	Boundary wall:	No
17.	Fodder troughs:	Yes.

(VII-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	Suppliers were mainly traders while buyers were traders and some butchers and producers.
2.	Type of livestock being traded:-	Buffaloes, cows, bulls and calves mainly for meat.
3.	Suppliers - Origin and distance to market	Suppliers came from the whole Punjab.
4.	Mode of transport used	Mostly the mode of transport was mini and large trucks.
5.	Transportation cost	Transportation cost to the market ranged from Rs. 700/- to Rs. 1400/- per animal depending on mode of transport and distance to market. Collective transportation was adopted by the suppliers to minimize the transportation cost.
6.	Market charges paid	Charges for entry to market were Rs. 135/animal. Within the market animals are sold through commission agents. Commission charges Rs. 150/animal from seller and Rs. 250/animal from buyer.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and fellow traders/producers and commission agents are contacted on cell phone to update the information.
8.	Awareness about any law governing the livestock markets	No one of the respondents had any awareness about any law governing livestock markets. Particularly when commission agents were asked that under what law they are charging the commission, they had no answer.
9.	Business process and selling procedure.	Animals are brought by the traders after purchasing from small and intermediate markets and also directly from the producers and sell in this market through the commission agents. Buyers, mostly traders, from the whole Punjab and other provinces make their purchases from this market and sell in the terminal markets in other province or supply to different types of buyers there.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	Tents, water, fodder troughs, bedding and sleeping place for traders.
12.	Facilities required	Constructed sheds, proper ramps for loading/unloading, presence of veterinary staff and proper sanitation and drainage may be ensured. Boundary wall may also be constructed.
13.	Market charges	Entry fee is charged but no facility is provided against that. Schedule of charges be displayed in the market.

14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that present practice is good i.e., two days a week.
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(VIII-A) - 01-02-2011& 02-02-2011(Tuesday & Wednesday), Visit of Livestock Market, Bahawalpur
General Information

1.	Description and Size of market:	A large market established on an area of 8 acres. Held for two days a week (Tuesday and Wednesday). Large cattle are traded on Tuesday and sheep and goats on Wednesday.
2.	Whether contracted out or not:	Contracted out by Cantonment Board, Bahawalpur.
3.	If yes, value of contract:	Rupees 02 Million per year. (contracted out for three years 2009-10 to 2011-12)
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	All types of large and small, milking and meat, animals were being traded which include cows, buffaloes, bulls, calves, sheep and goats.
6.	Timings/days of the market:	Held every Tuesday and Wednesday from early morning till evening.
7.	Suppliers and buyers in the market:	Main suppliers in the market were traders and producers bringing livestock from small markets and surrounding areas/villages. Buyers included traders, local as well as from other cities and provinces, butchers, consumers, buying agents of meat processing industry.
8.	Rate and display of permissible market charges:	As per agreement permissible rate was 4.5% of value of transaction. Traders were charged at discounted rate of Rs. 300/animal for large and Rs. 60-80 for sheep and goat while producer and consumers were being charged at full rate. Complaints of charging more than permissible rate were made by many.
9.	Presence of veterinary staff for health certification:	No
10.	Presence of brokers in the market	Brokerage was a common practice in the market. Brokers' charges range from Rs. 50-100 for small animal and Rs. 300-500 for large animal.
	Availability of facilities like:-	
11.	Shade	No
12.	Water:	No
13.	Loading/unloading facility:	Traditional ramps.
14.	Weighing:	No
15.	Sanitation/drainage:	No arrangement at all.
16.	Fodder:	Available but at 30-40% higher than market price.

17.	Boundary wall:	No
18.	Fodder troughs:	Yes.

(VIII-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	For sheep and goats three suppliers and five buyers were interviewed. All the three suppliers were traders while buyers included three traders, one butcher and one consumer. For large cattle four suppliers and four buyers were interviewed. All the suppliers were traders while buyers included two traders, one butcher and one consumer.
2.	Type of livestock being traded:-	All types of large and small, milking and meat, animals were being traded which include cows, buffaloes, bulls, calves, sheep and goats.
3.	Suppliers - Origin and distance to market	Suppliers came from surrounding areas and from other markets in Punjab.
4.	Mode of transport used	Mostly the mode of transport, used by suppliers, was rikshaws, vans, mini and large trucks. Buyers used large trucks and trailers. Trailers were used by the traders taking animals to Karachi terminal market.
5.	Transportation cost	Transportation cost to the market ranged from Rs. 25/- to Rs. 50/- per animal for sheep and goat and Rs. 300 to Rs. 700/- per animal for large cattle, depending on mode of transport and distance to market. Collective transportation was adopted by the suppliers to minimize the transportation cost.
6.	Market charges paid	Discriminatory behavior with producers and consumers was noted and they were charged more than the permissible rate of 4.5%. Traders, being the regular customer, were being charged at a discounted rate.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience. Fellow traders/producers and commission agents are contacted on cell phone to update the information.
8.	Awareness about any law governing the livestock markets	No one responded positively.
9.	Business process	Animals are brought by the traders after purchasing from small and intermediate markets and also directly from the producers and sell in this market. Buyers, mostly traders, from the other cities as well as from other provinces make their purchases from this market and sell in the terminal markets in other province or supply to different types of buyers there.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	No facility was available in the market. Even the space on the day of large cattle was not sufficient and cattle were spread outside the market premises.

12.	Facilities required	Constructed sheds, proper ramps for loading/unloading, more space, presence of veterinary staff and proper sanitation and drainage may be ensured. Boundary wall may also be constructed.
13.	Market charges	Market charges may be reduced and schedule of charges be displayed in the market.
14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that present practice is good i.e., two days a week. (one day for large cattle and one for sheep and goats).

(IX-A) - 09-02-2011 (Wednesday), Visit of Livestock Market, Malir, Karachi**General Information**

1.	Description and Size of market:	Called Malir Bakra Pirri. Working on an area of about 24 acres in two separate parts on permanent basis with established set up. Sheep and goats are traded in smaller part while cattle and buffalo are traded in larger part.
2.	Whether contracted out or not:	Contracted out.
3.	If yes, value of contract:	Information was not provided by the relevant person.
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Mainly meat animals, small and large, are traded in the market.
6.	Timings/days of the market:	As there are permanent establishments, the market works from morning till evening all days a week.
7.	Suppliers and buyers in the market:	Almost total supply comes through traders. In case of large animals traders make purchases from markets in interior Sindh and Punjab while sheep and goat are purchased from the smaller markets in interior Sind. Buyers include butchers, consumers and people involved in the illegal trade of cattle.
8.	Rate and display of permissible market charges:	Normally entry fee is charged @ Rs. 15/animal for small and Rs. 30/- for large animal. At the eve of Eid-ul-Azha (one month before Eid), charges are raised and Rs. 80/- are charged for small and Rs. 300/- for large animal. Rupees 500/- per trailer are also paid to amman committee. Schedule of charges was not displayed.
9.	Presence of veterinary staff for health certification:	No facility of veterinary staff was available from Government side. A private veterinary doctor was reported to be visiting the market who charges Rs. 300/- per inspection.
10.	Presence of brokers in the market	In case of sheep and goat brokers are not involved while in case of large cattle deal is mostly finalized through the broker. Brokers charge Rs. 200/- per animal for his services. New comer usually avail the services of broker while regular buyers directly deal with the trader. Sometimes brokers cheat the buyer by taking the trader into confidence. Trader is asked about his minimum acceptable price and is advised to ask for much higher price from the buyer coming with that trader. Then buyer is persuaded to pay the price which is

		more than the price acceptable to trader and less than that demanded by him. The difference amount is kept by the broker. The brokers act in a group and in the evening total earning is pooled and shared equally.
	Availability of facilities like:-	
11.	Shade	Temporary arrangement.
12.	Water:	Water pumps were available, installed by the commission agents.
13.	Loading/unloading facility:	Traditional ramps – Rs. 200/- per trailer charged for the use of facility.
14.	Weighing:	No
15.	Sanitation/drainage:	No arrangement at all.
16.	Fodder:	Available but at about 35% higher than market price.
17.	Boundary wall:	No
18.	Fodder troughs:	Yes.

(IX-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	In total five suppliers and three buyers were contacted. All the suppliers were traders while buyers included consumers and butcher.
2.	Type of livestock being traded:-	Sheep, goat, cow, bull, buffalo (M & FM) and calves, all for meat.
3.	Suppliers - Origin and distance to market	Suppliers came from surrounding areas and from other markets in Punjab.
4.	Mode of transport used	For sheep and goat mode of transport used was mini trucks while for large animals it was full size trucks and trailers
5.	Transportation cost	Transportation cost to the market ranged from Rs. 50/- to Rs. 70/- per animal for sheep and goat and Rs. 700 to Rs. 800/- per animal for large animals, depending on mode of transport and distance to market. As most of large animals are purchased from Punjab markets, transportation cost varies from time to time depending on the availability of luggage from Karachi. One trailer carrying about 70 to 75 animals charges Rs. 50 to 53 thousands rupees now a days as there is less availability of luggage at Karachi. Collective transportation was adopted by the suppliers to minimize the transportation cost.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience. Fellow traders/producers and commission agents are contacted on cell phone to update the information.
8.	Awareness about any law governing the livestock markets	No one responded positively.
9.	Business process	Animals are brought by the traders after purchasing from Punjab and Sindh markets. Price is estimated keeping in view the

		expected price in destination market and by adding costs of transportation, feed for animals and self food and transportation costs. Sheep and goat are directly sold by the traders to different buyers. Large cattle are taken to the place of some commission agent who has made arrangements of shade, water and fodder troughs. Commission agent charges Rs. 100/- per animal for the provision of these facilities. Rs. 30/animal are paid as entry charges. Traders reach the market on Tuesday and stay there till Sunday. Trader himself sells his animals and leave on Sunday for further buying. During a week about 25 to 30 animals are sold.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	Temporary shades, water and fodder troughs were available. Traditional ramps were available on payment.
12.	Facilities required	Constructed sheds, proper ramps for loading/unloading, more space, presence of veterinary staff and proper sanitation and drainage may be ensured. Boundary wall may also be constructed.
13.	Market charges	Enhancement in entry fee during Eid days may be stopped. Market charges may also be reduced.
14.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that present practice is good.

(X-A) - 10-02-2011 (Thursday), Visit of Livestock Market (Mall Pirri), Tando Alah Yar, Sind.

General Information

1.	Description and Size of market:	Intermediate market established on an area of seven acres.
2.	Whether contracted out or not:	Contracted out by the TMA Tando Alah Yar.
3.	If yes, value of contract:	Rs. 48,00,000/- (the contractor is holding the contract for last 9 years. There was an increase of about two lacs per year in the value of contract)
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Almost all type of livestock was being traded in the market which include sheep and goat for milk and meat, cattle, buffalo, calves, etc for milk as well as for meat.
6.	Timings/day of the market:	06:30 AM to 04:00 PM, held every Thursday.
7.	Suppliers and buyers in the market:	Suppliers were traders and producers. Traders procure from smaller markets and also direct from the producers. Producers also market their animals directly. Buyers include producers, large traders, buying agents of processors/exporters and butchers.
8.	Rate and display of permissible market	Rupees 10 are charged as entry fee to market. In addition to that for small animals Rs. 50/- are charged from seller and

	charges:	Rs. 20/- from buyer. Sometimes it is pre-decided that buyer will pay the total charges. In case of large animals Rs. 300/- are charged from each side.
9.	Presence of veterinary staff for health certification:	No facility of veterinary doctor by the management. Services of private veterinary doctor were available on payment.
10.	Presence of brokers in the market	Services of brokers were found to be utilized by the producers and new comers. Charges of broker ranged from Rs. 50/- to Rs. 80/- in case of small and from Rs.200/- to Rs. 500/- for large animals.
	Availability of facilities like:-	
11.	Shade	No proper arrangement.
12.	Water:	No
13.	Loading/unloading facility:	Traditional ramps.
14.	Weighing:	No
15.	Sanitation/drainage:	No arrangement at all.
16.	Fodder:	Available but at about 40% higher than market price.
17.	Boundary wall:	No
18.	Fodder troughs:	No

(X-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	In total four suppliers and four buyers were contacted. Suppliers included three traders and one producer while buyers included two traders and one buying agent of processing industry and one butcher.
3.	Suppliers' - Origin	Suppliers came from surrounding areas, some suppliers, small in number, also came from Punjab.
4.	Mode of transport used	For sheep and goat mode of transport used was rickshaw and vans while for large animals small truck were used.
5.	Transportation cost	Transportation cost for small animals ranged from Rs. 30/- to Rs. 40/- per animal while for large animals it ranged from Rs. 250/- to Rs. 800/- per animal (Rs. 800/animal cost was for animals transported from Punjab).
6.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience. Fellow traders/producers are contacted to update the information.
7.	Awareness about any law governing the livestock markets	No one responded positively.
	Views about:-	
09.	Collective transportation	All responded positively. Many practiced.
10.	Available facilities	Only temporary sort of shades, small in number, were available.
11.	Facilities required	Constructed sheds, proper ramps for loading/unloading, more space, presence of veterinary staff and proper sanitation and

		drainage may be ensured. Boundary wall may also be constructed.
12.	Market charges	Market charges may be reduced.
13.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that present practice of once a week is good.

(XI-A) - 11-02-2011 (Friday), Visit of Livestock Market (Bhains Colony), Landhi, Karachi, Sind.

General Information

1.	Description and Size of market:	A terminal market which includes a bhains (Buffalo) colony established on an area of 700 acres which also includes 10 acres of marketing/selling area. Baras (feeding areas) were established by the dairy farmers/commission agents. At the time of selling animals are brought in that area.
2.	Whether contracted out or not:	Contracted out by the City District Government, Karachi.
3.	If yes, value of contract:	Information was not available due to the reluctance of contractor/its agent.
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Almost all type of livestock was being traded in the market which includes sheep and goats for milk and meat, cattle, buffalo, calves, etc for milk as well as for meat.
6.	Timings/days of the market:	Market works from Wednesday to Sunday 06:30 AM to 10:30 PM. Commission agents, dairy farmers and traders have established permanent structures for keeping the animals.
7.	Suppliers and buyers in the market:	All suppliers were traders procuring small animals from local markets in interior Sindh and large animals from markets in Punjab and Sind. Buyers in the market were traders from Baluchistan, butchers, people from processing industry, consumers and welfare organizations buying for charity.
8.	Rate and display of permissible market charges:	Rupees 12/- per animal for small and rupees 30/- for large animal are charged as entry fee to market. In addition to that Rs. 200/- per large cattle are also charged by the City District Government. Schedule of charges was not displayed.
9.	Presence of veterinary staff for health certification:	A facility of veterinary hospital was available in the colony but inspection of animals, being traded, was not conducted.
10.	Presence of brokers in the market	Brokers were found active in the market charging rupees 100/- per animal for their services.
	Availability of facilities like:-	
11.	Shade	Commission agents and dairy farmers have established the facility.

12.	Water:	Yes.
13.	Loading/unloading facility:	No proper arrangement
14.	Weighing:	No
15.	Sanitation/drainage:	No arrangement at all.
16.	Fodder:	Available at about 20% higher than market price.
17.	Boundary wall:	No
18.	Fodder troughs:	Yes

(XI-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	In total three suppliers one commission agent and three buyers were contacted. Suppliers included traders and dairy farmers while buyers included traders, and butcher.
3.	Suppliers' - Origin	Suppliers came from interior Sindh and southern Punjab.
4.	Mode of transport used	For sheep and goat mode of transport used was mini trucks and for large animals, it was large trucks and trailers.
5.	Transportation cost	Transportation cost for small animals ranged from Rs. 130/- to Rs. 160/- per animal while for large animals it ranged from Rs. 650/- to Rs. 800/- per animal.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and contact with fellow traders and commission agents are the main sources of market information.
8.	Awareness about any law governing the livestock markets	No one responded positively.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	Commission agents provide the required facilities to some extent
12.	Facilities required	Constructed sheds, proper ramps for loading/unloading, inspection of traded animals by the veterinary staff, security arrangements were demanded by many as robbery incidents were reported to be common. Proper sanitation and drainage may be ensured.
13.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that present practice of holding market five days a week is good.

(XII-A) - 12-02-2011 (Saturday), Visit of Livestock Market Talhar, District Badin, Sind.
General Information

1.	Description and Size of market:	An intermediate market established on an area of 11 acres, held once a week on Saturday.
2.	Whether contracted out or not:	Contracted out by the Local Government.

3.	If yes, value of contract:	Rs. 1,13,00,000/- for year
4.	Record keeping:	No record keeping.
5.	Type of animals being traded:	Almost all type of livestock was being traded in the market which includes sheep and goats for milk and meat, cattle, buffalo, calves, etc for milk as well as for meat.
6.	Timings/day of the market:	07:00 AM to 04:00 PM, held every Saturday.
7.	Suppliers and buyers in the market:	Suppliers in the market were producers and traders while buyers were traders, producers, consumers, butchers and buying agents of processing/exporting industry (sheep and goats).
8.	Rate and display of permissible market charges:	Rupees 10/- per animal are charged as entry fee to market. In addition to that in case of sheep and goats Rs. 100/- per animal from the seller and Rs. 10/- from buyer are charged. For large animals seller is charged 2% of value and buyer is charged Rs. 200/- to Rs. 250/- per animal. Permissible charges were not displayed.
9.	Presence of veterinary staff for health certification:	No
10.	Presence of brokers in the market	Almost 50% deals are finalized through brokers. For small animals they charge Rs. 50/- to Rs/- 100/- per animal and for large animals the charges are Rs. 300/- to Rs. 500/- per animal.
	Availability of facilities like:-	
11.	Shade	No
12.	Water:	No
13.	Loading/unloading facility:	No
14.	Weighing:	No
15.	Sanitation/drainage:	No
16.	Fodder:	Available but at about 30% higher than market price.
17.	Boundary wall:	No
18.	Fodder troughs:	No

(XII-B) - Responses of suppliers and buyers in the market:

1.	Category of suppliers and buyers	Five suppliers and five buyers were interviewed. Suppliers included three traders and two producers while buyers included three traders, one producer and one consumer.
3.	Suppliers' - Origin	Suppliers came from nearby areas and buyers from Karachi, Hyderabad and Badin.
4.	Mode of transport used	Small trucks were used for transporting both small and large animals.
5.	Transportation cost	Transportation cost for small animals ranged from Rs. 50/- to Rs. 70/- per animal while for large animals it ranged from Rs. 500/- to

		Rs. 900/- per animal.
7.	Previous price information and its source	No proper source of obtaining reliable market information. Previous visit's experience and contact with fellow traders is the only source of market information.
8.	Awareness about any law governing the livestock markets	No one responded positively.
	Views about:-	
10.	Collective transportation	All responded positively. Many practiced.
11.	Available facilities	No facilities were available in the market.
12.	Facilities required	Sheds, water, ramps for loading/unloading, inspection of traded animals by the veterinary staff, security arrangements, fodder troughs, bank counter and proper sanitation and drainage were demanded by the sellers and buyers.
13.	Frequency of holding the market (daily, weekly, fortnightly, monthly)	All responded that present practice of holding market once a week is good.

ii) Physical damage caused by the floods and economic losses caused in the livestock marketing sector.

Information regarding damage caused by the recent floods to the livestock marketing sector was obtained from the relevant livestock departments in Punjab and Sindh and from other sources during the appraisal of livestock markets in flood affected districts. It was revealed during the appraisal of livestock markets that nine districts in Punjab and eighteen in Sindh were affected by the recent floods which caused severe damage to livestock sector in these provinces. The monetary value of loss occurred in the shape of loss of animals and infrastructure was estimated, to be rupees 675.538 million in Punjab and rupees 16,064.00 million in Sindh, by the relevant livestock departments.

Estimated livestock losses to the farmers and to the sector, in Sindh and Punjab, are summarized below:-

Source: Department of Livestock and Dairy Development, Punjab

Table 2: Losses of Poultry Farms and Poultry Birds in Flood Affected Districts in Punjab due to Flood, 2010

Sr.No.	Districts	Losses of Poultry Farms		Losses of Birds			Total Value of Poultry Losses (millions)
		Layers	Broilers	Layers	Broilers	Domestic Poultry	
1	Bhakkar	1	35	0	1800	700	3.176
2	D. G. Khan	1	81	750	61900	310000	71.984
3	Muzaffargarh	0	450	0	400000	700000	250.000
4	Sargodha	0	5	0	7000	984	2.652

5	Khushab	0	0	0	0	0	0
6	Mianwali	1	0	40000	0	0	0.170
7	Layyah	0	50	0	70000	100000	30.500
8	Rajanpur	2	70	2200	35000	300000	66.704
9	Rahimyar Khan	2	119	8000	292100	98700	32.822
Total		7	810	50950	867800	1510384	458.008

Tables 1 shows that in Punjab a loss of 07 poultry farms for layers, 810 poultry farms for broilers and of 24, 29,134 poultry birds, all valuing rupees 458.008 million, occurred due to recent floods. While according to table 2, below, recent floods caused a damage of 4,799 animals, valuing rupees 217.530 million, in Punjab

Table 3: Losses of Animals in Flood Affected Districts in Punjab due to Flood, 2010								
Sr. No.	Districts	Losses of Animals					Total Number of Animals	Total Value of Animal Losses (millions)
		Cattle	Buffalo	Sheep	Goat	Others		
1	Bhakkar	1	0	0	0	0	1	0.080
2	D. G. Khan	0	0	0	0	0	0	0
3	Muzaffargarh	492	278	675	682	0	2127	78.020
4	Sargodha	11	23	0	1	0	35	3.188
5	Khushab	39	15	41	35	6(donkeys)	136	5.350
6	Mianwali	464	192	161	150	0	967	58.810
7	Layyah	244	97	56	168	36(donkeys)	601	31.732
8	Rajanpur	84	10	30	80	3(camels)	207	12.250
9	R. Y. Khan	220	70	305	130	0	725	28.100
Total:		1555	685	1268	1246	45	4799	217.530

Source:- Department of Livestock and Dairy Development, Punjab

Table 4: Estimated Direct and Indirect Livestock Losses to Farmers in Sind

(million PKR - % of total)

Administrative Unit	Direct Damage				Indirect Losses		Total Losses	
	Total Animal Losses		Distress Sales		Milk Production Losses		(million PKR)	(million USD)
Badin	36	92%	3	8%	0	0%	39	100%
Dadu	626	36%	52	3%	1,046	61%	1,725	100%
Ghotki	655	71%	55	6%	215	23%	925	100%
Hyderabad	129	92%	11	8%	0	0%	140	100%
Jacobabad	362	23%	30	2%	1,197	75%	1,589	100%
Jamshoro	105	63%	9	5%	52	31%	166	100%
Kambar	721	92%	60	8%	0	0%	781	100%
Kashmore	578	13%	48	1%	3,924	86%	4,551	100%
Khairpur	686	74%	57	6%	179	19%	922	100%
Larkana	443	77%	37	6%	92	16%	572	100%
Matiani	183	40%	15	3%	256	56%	455	100%
Naushero Feroz	601	64%	50	5%	291	31%	941	100%
Nawabshah	281	92%	23	8%	0	0%	305	100%
Shikarpur	681	44%	57	4%	806	52%	1,544	100%
Sukkur	32	7%	3	1%	416	92%	451	100%
Tando M. Khan	31	62%	3	5%	17	33%	51	100%
Thatta	672	84%	56	7%	74	9%	803	100%
Umerkot	0	0%	0	0%	55	100%	55	100%
Sub-total	6,824	43%	569	4%	8,621	54%	16,014	100%
Total	6,824	43%	569	4%	8,621	54%	16,014	100%
	7,393		46%					
Total (mill. USD)	80.29		6.69		101.43		188.40	
	86.98							

Source:- Department of Livestock and Dairy Development, Sindh.

Table 5: Estimated Direct and Indirect Losses of Livestock Sector in Sindh

(million PKR)

	Direct Damage		Indirect Losses	Total Losses	
	Total Animal Losses	Distress Sales	Milk Production Losses	(million PKR)	(million USD)
On-farm Animals					
Cattle	2,663	222	1,931	4,816	56.66
Buffalo	2,015	168	6,579	8,762	103.08
Sheep	339	28		367	4.32
Goat	566	47	111	725	8.53
Other /a	0	0		0	0.00
Poultry	1,241	103		1,345	15.82
Sub-total	6,824	569	8,621	16,014	188.40
M Rs	7,393				
Structures /b	0			0	0.00
Equipment /c	0.0			0	0.00
Feed/fodder /d	0			0	0.00
Sub-total On-farm	7,393		8,621	16,014	188.40
Support Services					
Buildings /e	1.20			1	0.01
Vehicles	0			0	0.00
Fisheries /f	48.8			49	0.57
Office equipment /h	0			0	0.00
Sub-total support services	50			50	0.59
Total	7,443		8,621	16,064	188.99
Total (mill. USD)	87.56		101.43	188.99	

/a Horses, mules, asses, donkeys, camels.

/b Animal shelters, poultry sheds.

/c Milking/farm utensils.

/d Dried fodder (wheat, straw, grass), fodder plots, concentrates, poultry feed.

/e Laboratory, veterinary stations, veterinary dispensaries, offices

/f Fisheries, nurseries, structures

/g Furniture.

Source:- Department of Livestock and Dairy Development, Sindh.

In Sindh there was a direct damage of 6,824 animal losses, 569 animals distress sale, 50 support services and 8,621 milk production losses due to recent floods in the flood affected districts. In this way the total damage comes out to be PKR 16,064 million (US\$ 188.99 million).

iii) Stakeholders in the livestock sector and their position/influence in the market chain.

There are various stake holders in the livestock sector, which include suppliers (farmers/producers, livestock traders/beoparies), buyers (farmers/producers, livestock traders/beoparies, butchers), consumers, contractors, brokers, processors/exporters, illegal traders, government departments like livestock and local bodies (TMAs). Local bodies (TMAs) are also concerned as they get handsome amount through the auction of collection rights, from

the markets. Stakeholders and their position in the market chain, has been evaluated, detail is given below:-

Table 6: Stakeholders position/influence in the market chain				
Sr. No.	Stakeholder	Position/influence in the market chain		
		Information level	Bargaining skill	Position/Influence
1.	Producers	Low	Poor	Weak
2.	Village dealers	Medium	Better	Medium
3.	Large traders	V. High	Excellent	V. Strong
4.	Commission agents	High	Good	Strong
5.	Contractors	High	-	V. Strong
6.	Brokers	High	Excellent	Strong
7.	Butchers	High	V. Good	Strong
8.	Consumers	Nil	Nil	Weak
9.	Buying Agents	V. High	Excellent	V. Strong
10.	Government Departments	No existence inside the markets	-	No existence inside the markets
11.	Illegal traders	Medium	Better	Strong

Producers are not organized, widely dispersed and rarely coordinate with each other. On one side they are sellers while on the other side they are also buyers in the market. Mostly they sell their small animals (sheep and goat) to meet their urgent cash needs while cattle are sold for the replacement of the stocks. Mostly they sell their livestock at the village level. Since they have little information about the market prices and demand and due to cash needs, they are not in position to bargain effectively. Even if they visit the market for selling/buying, they face discriminating treatment and being less skilled in the evaluation of livestock, as compared to the traders, mostly fails to strike a good deal.

Village dealers purchase livestock from the surrounding villages, direct from the producers, and sell in the nearby local markets. Being linked with the markets, they have information about the market trends and also have fair idea about the overheads like transportation cost, feeding cost, and their own transportation and food costs. Village dealers are a link between producers and market.

Large traders buy livestock from village dealers and from small local markets and transport it to larger and terminal markets in the same province or take it to the major consumption centers in other provinces like Karachi, Peshawar and Quetta. They are well informed about the current market prices and trends as they have both backward and forward linkages. They trade in bulk. As buyers they also work as buying agents for private slaughter houses, processors and exporters. Large traders are a link between terminal/large consumption markets and intermediate/small markets so the demand in large markets is reflected by the prices they offer to pay. These price signals are further transmitted downward.

Commission agents are considered as an important link between sellers and buyers. These agents do not prevail in all the markets. Mostly they work in large markets. These agents charge commission from sellers and buyers and provide certain services like shade, water for animals and humans, fodder troughs, bedding and sleeping place for suppliers, payment of transportation charges (adjusted subsequently) and sometimes cash advance to suppliers, if required. As they have record of sellers and buyers, so in case of selling of theft animal, sold by any person, it is traceable.

Contractors: Almost all the livestock markets are run by contractors. Contract is awarded by the relevant TMAs or in some cases Cantonment Boards under certain terms and conditions. The terms and conditions do not specify any responsibilities, regarding provision of facilities in the market, on the part of contractor. Main emphasis of contractor is usually on the collection of maximum revenue in different ways. Contractor also plays the role of arbitrator in case of any issue arising between the seller and buyer. Contractor is an influential player in the market. In a newly established market the contractor also pays freight charges to the suppliers to attract them to make the market successful.

Brokers are mostly found in the livestock markets. Their services are hired by the sellers and sometimes by the buyers also. They work in different ways and assist in the finalization of a deal and get their charges, sometimes from the seller and sometimes from both sides. Their charges range from Rs.50/- to Rs. 100/- for small animal and from Rs. 500/- to Rs. 1,000/- for large animal. They also double play with the seller and buyer and keep both of them in dark. They charge higher price from the buyer and pay less to the seller and pocket the difference amount. Sometimes this practice is carried out with the consent of seller by knowing his minimum acceptable price. New buyers are immediately cached by them as they enter the market.

Butchers buy live animals from the market and sell fresh meat to the consumers, in their small uncovered shops, after 5 – 10 hours of slaughtering in traditional type slaughterhouses, which lack proper hygienic facilities. Prices of live animals are continuously increasing while there is a check on retail prices by the District Government which leads to selling of poor quality meat in the market. Mostly the butchers sell a mix of different quality meat. Income returns to the butchers come from meat sales as well as from its by-products such as skin, head, trotters, stomach, lung and liver etc.

Consumers buy non graded meat from butchers' shops where poor hygienic conditions exist. As the Government regulates the price of meat but does not guarantee minimum meat quality standards and there is no premium associated with quality of meat under the law. This is one of the obstacles towards providing quality product to the consumers, who are ultimate payer of high meat prices.

Processors/Exporters mostly make their purchases through the buying agents. Requirement of type of animal, its age and weight range and price is conveyed to the agents who procure animals from the markets for them. They have fair idea of price they are going to charge. Animals are purchased on the net weight basis. Their demand and prices affect the market.

Illegal traders also affect the market supply and prices. Illegal trade of live animals mostly to Iran and Afghanistan pushes the prices upward.

Government Departments - Livestock and Local Bodies: Any role of Livestock Department in the establishment and functioning of livestock markets was not noticed during the appraisal which leads to spread of diseases from one area/province to the other. Local Bodies Department contract out the collection rights of livestock market and earns handsome amount. After that they were not found intervening in the affairs of market. The amount so raised is mostly used for other purposes but not on the provision of facilities in the markets.

iv) **Deficiencies and distortions in current practices and their impact.**

Many deficiencies and distortions in livestock markets in Punjab and Sindh were observed during the appraisal. These are explained below:

Record keeping: No record of any type regarding number of animals arrived, animals traded and value of trade is maintained in the market. This is important information to be compiled for planning, policy formulation, working out changes in producers' response to any changes in the market and determining market efficiency.

Market Charges are not uniform in the markets. As these charges are fixed by the relevant Tehsil Municipal Administration/Cantonment Board, there is a big difference between the type, amount and the way these charges are collected. In some markets there is entry fee charged at different rates ranging from Rs. 10/- to Rs. 135/- per animal, along with that parking fee is also charged for the vehicle transporting the animals. Within the market charges on sale purchase are charged. Permissible charges are mentioned in the contract document, mostly 4.5% to 5% of value of transaction, which are never displayed in the market. Charging of these charges is the sole discretion of the contractor. Traders are charged at discounted rate, being the regular client, while producers or new comers are charged at full rate, sometimes they are overcharged. In some markets charges for traders, for small and large animals are fixed at a discounted rate but producers are always charged at full rate. In some markets animals are also charged when going out, in the name of loading charges, whether any sale purchase took place or not. In this way the persons bringing livestock to such market have to pay twice even if the livestock is not sold. These high market charges, charged at different rates, and discriminatory behavior with the producers/new comers leads to imperfections in the market, does not provide level playing field for all the stakeholders and affect the market efficiency.

Regulation: Most of the livestock markets in Punjab and Sindh work under the control of relevant Local Government and Community Development Department (LG&CDD) except few which are controlled by the relevant Cantonment Boards. The role of said department is limited

to the auction of collection rights of these markets and recovery of contract amount. Effective regulatory role is not played by this department as the terms and conditions of auction/contract deal only with the schedule of charges, schedule of payment of contract amount and other similar matters. Nothing is mentioned about provision of facilities in the market, display of schedule of charges and other such issues.

Brokers are present in almost every market. They play the role of intermediary in the finalization of a deal and get their charges which is usually an agreed amount. The need of brokers arises because of the non-availability of information about the supply-demand situation and about the animal being traded like its age, weight, health status, pedigree and true milking potential. In the absence of this vital information it is difficult for the seller or buyer, particularly new one (mostly producers), to evaluate true worth of the animal being traded and because of this the need of brokers arises. Sometimes the brokers keep both seller and buyer in dark. The seller on one side gets less return of his product while the buyer on the other side pay more, the difference amount goes into the pocket of middleman. It leads to less return to the producers and higher prices in the market. It all happens because of lack of information about the market situation.

Weighment: Trade in the market is carried out on the basis of personal judgment and there is no solid base to evaluate an animal. Particularly for animals sold or purchased for meat purpose, weight of the animal is important. In the markets there is no arrangement of weighing the animals. Unfortunately the sellers and buyers in the market did not show any interest in this idea that the actual live weight of the animal may provide a proper base for further negotiation. Actually there is a misconception in the market. Everyone thinks that he can accurately judge the weight of the animal and can exploit the situation in his favor. Actually at the end the producers and new buyers, being less experienced, are at loss. Weighing of animals must be introduced in the markets.

Pricing mechanism and market information: Price of any product is very important in any business. It determines the profit for the seller. Sale purchase in the livestock markets usually takes place through secret negotiation. Demand supply situation and bargaining skill also plays an important role in reaching the final price. A person with more market information and better bargaining skill may strike a good deal. In this way the persons with less market information and poor bargaining skill, which are mostly producers, may suffer loss. To avoid this distortion, provision of market information and maximum information about the animal being traded like its age, sex, weight, pedigree, true milking potential, health status, etc be provided to all concerned and auctioning of animals may be introduced in the markets instead of secret negotiation.

Control on meat prices: Meat prices at retail level are fixed by the local government which leads to slaughtering of unhealthy and old animals as quality meat cannot be provided at these prices. This control is not applicable to the corporate sector.

Milking potential: Animals purchased for milking purpose are tested for their milk potential. Sellers bringing such animals to the market don't milk them for last 24 or 36 hours and when tested for the purpose show good milk potential. Injections are also used to temporarily enhance milk yield. The buyer is deceived in this way. Moreover both the above mentioned practices, to show high milk potential, are also harmful for the health of the milking animal. These may be avoided and there should be a check on it.

Security: In livestock markets trade is carried out on net cash basis. So the buyers coming to the markets carry large amount of cash with them. Incidences of robbery were reported by many

people and they also expressed their concern about non availability of security in and around the market premises.

v) Time and cost to private and public sectors based on current policies and practices.

Livestock markets, both in Punjab and Sindh, are established and run by the relevant Tehsil Municipal Administrations functioning under the Local Government and Community Development Department, except few markets working under the control of Cantonment Boards. Condition and working of these markets, whether under the control of Local Government or Cantonment Board, is same. The relevant authority auction the collection rights of these markets and a handsome amount is earned. The place where market is held is mostly taken on lease by the relevant authority, payment for which is made by that authority, which is usually a small fraction of the contract amount. Sometime the place for holding the market is also arranged by the contractor or some abandoned place is used for the purpose. This is the cost born by the public sector under current policies and practices. Facilities like shade, water, sanitary and drainage, fodder troughs, health certification, ramps, etc, are not provided in most of the markets by the public sector. After the award of contract, no involvement/interest in the management of markets, on the part of contract awarding authority, was observed during the appraisal.

In the business process of livestock marketing there are suppliers on the one side and buyers on the other. Suppliers include producers and traders while buyers include farmers, traders (small and large) and butchers and slaughter house owners. Business process can be evaluated according to various efficiency measures for instance, processing time, error ratios, customer satisfaction, staff motivation, etc^{vi}. Mostly the producers sell their livestock at village level on the basis of little information obtained from fellow villagers. In this way time and cost on their part is almost nil but they get less value of their product. Some producers take their animals to nearby small markets. Mode of transport range from auto rickshaw to bus or van, depending on the number and type of livestock and distance to market. Bus was observed to be the cheapest mode of transport. Sharing of transport was reported by many. It minimizes the transportation cost. In addition to that personal costs of travelling and food are also incurred by the producer. In the market, as there is no systematic way of trade, the livestock marketed by him, may be sold early or the producer might have to stay there for the whole day. In most of the cases full day is lost in the process. Village dealers purchase animals from the producers in the surrounding areas and sell them in the nearby primary collection market or secondary distribution market. Price of the animal is estimated keeping in view its price in the intended market and adding to it the transportation, feeding and octroi costs and their own food and transportation costs. Similarly large traders mostly make their purchases from secondary distribution markets and take the animals to the terminal or other larger markets in the areas of demand. Price is determined keeping in view the expected price in the target market and by adding overhead costs associated with transporting the animal to the end market and self-food and transportation costs. As the large traders are in frequent contact with the terminal markets, they have updated information about the market prices and requirement of buyers in the intended market and about type and quality of animals required. The livestock being marketed is not of uniform type, size and quality, price estimation in the markets is not based on any solid facts and there is no system of spread of market information so chances of loss are always there. Within the market the business process is almost same. In few markets different types of animals are traded separately otherwise in most of the markets all types of animals are mixed up which creates difficulty for sellers and buyers and more time is spent in selling and buying

the required animals which also increases the cost to complete the process. Mostly the sellers and buyers were not found satisfied with the trading practices as these were not transparent and based on any solid criteria. Market charges, which are on the higher side, not uniform, charged at different rates from different stakeholders and sometimes overcharged, also increases the cost of doing business, increases prices and lowers the returns to producers. Present business process based on current policies and practices does not fulfill any efficiency measures as mentioned in the start of this Para.

vi) Sources and revenue over the past five years and determination of their utilization.

Revenue from livestock markets is generated through the auction of collection rights of these markets and awarding a contract in this regard, by the relevant Tehsil Municipal Administrations (in some cases by the Cantonment Board), to different contractors. Required information for the livestock markets, visited during the appraisal, was collected from the contractors/agents which was limited only to those markets. Normally there is no organized system of regular record collection, compilation and maintenance of revenue collection from the markets at any central level, both in Punjab and Sindh. Livestock and Local Government Departments in Punjab and Sindh were contacted to get the required information for last five years. The information so obtained is given below:-

Table 7: Sources and Revenue from Livestock Markets					
(Rupees in Million)					
Sr. No	Year	Punjab		Sind	
		Source	Revenue	Source	Revenue
1.	2010-11	Auction of collection rights.	2,042.204	N. A.	N. A.
2.	2009-10	Auction of collection rights.	1,967.288	N. A.	N. A.
3.	2008-09	Auction of collection rights.	1,893.727	N. A.	N. A.
4.	2007-08	Auction of collection rights.	1,082.660	N. A.	N. A.
5.	2006-07	N. A.	N. A.	N. A.	N. A.

Source: Punjab Local Government and Community Development Department.

It is evident from the above table that the Punjab Local Government and Community Development Department (LG&CDD) regularly receives a handsome amount (Rupees

2,042.204 million are expected to be recovered by LG&CDD, Punjab from livestock markets during 2010-11) every year through the auction of collection rights of livestock markets in Punjab but this contract money is mostly not invested back for the provision of basic facilities in the markets, welfare of livestock sector or livestock farmers. Same system of contracting out of livestock markets prevails in Sindh province also and a big amount is generated in this way but condition of the markets is same as in Punjab and no facilities were found provided by the public sector in most of the markets visited during the appraisal. Required information about the amount of revenue collected from livestock markets during last five years, with respect to Sindh province, could not be made available by the relevant department.

vii) Needs and concerns of suppliers and buyers.

Suppliers and buyers are main stakeholders in livestock markets. They come to the market from far off areas along with their livestock for a day or two. During the appraisal of markets their needs and concerns were recorded which are explained below:-

Provision of facilities in the markets: Livestock markets are devoid of any kind of basic facilities like shade, water for humans and animals, ramps for loading and unloading, fodder and fodder troughs, weighing arrangements and sanitation and drainage. Suppliers and buyers expressed their concern about non availability of these facilities and emphasized for the provision of same.

Bank counter: There is a transaction of large sum of cash during sale purchase in livestock markets. Establishment of a bank counter in the market, on the day of market, was demanded by the suppliers and buyers.

Security: Suppliers and buyers expressed their concern over the current security situation in and around the market premises. During the appraisal many people demanded proper security arrangements on the day of market as there is cash handling in large amounts and this is in the knowledge of every person that people coming to and going from the market must be having cash with him. Incidences of cash snatching and robbery were reported by many people.

Market charges and overcharging: Suppliers and buyers expressed their dissatisfaction over the rate of market charges being charged on entry and on transaction. Sometimes market charges are recovered even if no transaction has taken place. Different market charges in different markets/areas and overcharging were the other areas of concern. Suppliers and buyers proposed that rate of market charges be lowered, uniform rate be implemented in all markets and overcharging in the markets be controlled.

Disease checking and health certification: Suppliers and buyers in the markets pointed out that in case of any animal falling sick or in case of injury there is no arrangement of its treatment as there is no counter of veterinary staff in the market. They further added that animal diseases are transmitted from one area to the other through the trade of diseased live animals.

Provision of market information: Provision of reliable market information is necessary for smooth and efficient functioning of livestock markets. Market information of suppliers and buyers is limited to their area of work and is based on personal contacts. The introduction of cellular phone has eased them for exchanging information from different cattle markets but this is an individual based effort and no formal system of provision of market information exists presently.

Fixing of meat prices: Meat prices are fixed by the local administration. Prices of live animals are increasing due to many factors. Supply of good quality meat at the fixed price is very difficult which leads to slaughtering of un-healthy and diseased animals. Buyers, particularly the butchers, expressed their concern on it and demanded a premium associated with good quality meat.

viii) **Livestock major products for marketing and value chain associated with these products:**

Every part of livestock is used to satisfy human needs and desires. Following are the major products of livestock¹:

Milk. Milk is an important product of livestock, which accomplish the need of people. Now there are significant number of cattle, buffaloes and sheep and goat that are kept for dairy purpose. There is no surplus milk posing any marketing problem to the producers in most of the towns and cities. Fresh liquid milk produced in few peri-urban dairy units in different towns finds immediate market, rather supply is less than the demand especially in summers. In milk marketing, dodhies and milkmen are the only dominant intermediary. A number of adulterations and contaminations are reported in the milk supplied by dodhies. The competitive milk marketing in the pasteurized and Ultra Heat Treated (UHT) forms is at highly limited scale and UHT milk prices are almost double than the loose fresh milk supplied by dodhies. There is some seasonality in the production of milk. In winter, milk supply increases, because of calving pattern of buffaloes and cows leading to decrease in milk prices in rural areas. However, middlemen harvest this benefit and urban consumers rarely get the due benefit. The district and city government fixes the milk price on the recommendations of price committee but the quality of milk supplied at the fixed price is not ensured. The price is fixed as the maximum retail price but it serves as the minimum retail price and the consumers, although being aware of the milk prices, have to pay price much higher than the official price, most of the time, to get good quality milk.

Mutton. Meat provides the protein to the human body; therefore it is considered as an integral part of human need. Mutton is obtained from sheep and goat. Development of the mutton industry is constrained by the largely traditional meat marketing system, which provides no incentive for the production of good quality meat. This is evident in the lack of facilities in live animal markets, the old-fashioned slaughter facilities and retail price structure. Abattoirs are seriously lacking basic sanitation facilities like light, adequate water supply, space for slaughtering and animal keeping, meat refrigeration and disposal of offal. Due to non-grading sale system, the butchers are getting more profit to buy female culled animal for slaughtering. Although pre-and post mortem examination exists yet illegal slaughtering is taking place. The control price at end product is one of the negative factors on quality. Because of poor quality control, the mutton of old and diseased animals is sold in the markets in general^{vii} (Iqbal *et al.*, 2000). The existing quality control system of livestock is poor. The fix pricing system produces poor quality of mutton. The butchers are interested in carcass weight, no meat grading system is prevailing and so the butchers always prefer to buy female culled animals than young healthy animals. Improvement in the existing quality control system is inevitable, as it does not suit to producers and consumers as producers are not fetching the desired price of a healthy animal

¹ Shafiq, M. and Kakar, M. A. 2006. Current Livestock Marketing and its Future Prospects for the Economic Development of Balochistan – Pakistan. International Journal of Agriculture and Biology, 1560-8530/2006/08-6-885-895.

and simultaneously the consumers are getting poor quality meat of unhealthy animals at the fixed retail price.

Beef. Beef can be obtained from cattle, buffaloes and camel but cattle are the main source of beef production to the meat markets. Major part of total population is marketed to slaughtered houses, which is not enough to meet the demand of the dwellings. The supply can meet the demand but due to massive smuggling of large and small ruminants to Afghanistan and Iran, there is always shortage of all sort of meat. As now, realizing the potential and returns associated with the cattle farming for beef purpose, people have started adopting it on commercial bases.

Hides and Skins. When animal is slaughtered, its hides and skins are used to generate some handsome income. Hides are obtained from large ruminants; such as cattle, buffaloes and camels, while skins are collected from the small ruminants; like sheep and goat. These hides and skins are used for different propose of human needs. At first step skins and hides are purchased by the local traders in small towns/cities and weekly collection is taken to the wholesale market mostly in some big city. At wholesale market lots are made according to the type, size and quality of skins or hides where these are sold to the wholesaler. The wholesales onward supply these skins or hides to different tanneries. Often poor quality of hides and skins is the most important constraint affecting the marketing of hides and skins. Poor quality is due to poor flaying techniques, improper preservation and warble fly or tick damage. In this scenario, the butchers need some good and modern training in flaying and salting of hide and skins before going for marketing to leather tanning and manufacturing industry. The hides and skins provide basic input for a progressive export-oriented leather tanning and manufacturing industry. Due to poor production and marketing system, Pakistan is facing substantial loss^{viii} (Qureshi, 2002). The older butchers teach young butchers about flaying and meat cutting in the abattoirs and meat shops.

Wool. Sheep are the source of wool production, used for further consumption. Wool production is 1.5% of the total value of the livestock^{ix}. Wool production can be increased if scientific methods are used and it is properly managed. Again the lack of incentive for the producer to improve the quality of the marketed wool is not so much a reflection of price but of the value of wool produced, in comparison to the value of the animals for meat. Further constraints result from poor shearing techniques, lack of sorting and marking of wool^x. Wool is an important by-product of sheep farming activity and basic input for warm cloth and carpet industry. A number of household products are also indigenously manufactured from using sheep wool thread. There are two sources of wool one is fleece wool and other is slip/clip wool. Wool shearing is performed twice a year i.e. once in spring or March-April and then in autumn or August/September. As sheep is found in all provinces of Pakistan, therefore wool marketing is spread throughout the country. However, wool and hair marketing activities are relatively more concentrated in the areas specialized in sheep and goat farming. There are only a few major wool-trading centers in the entire country. Multan wool market is largest wool market of Pakistan followed by Jhang, Mianwali, Bahwalnagar, Quetta and Sahiwal. D.G. Khan wool market is also developing gradually as the big wool markets of Pakistan^{xi}. Wool marketing system in Balochistan has remained un-changed since ages. Raw wool is either fleece wool or pulled (slipe) wool, recovered from the skin tanneries. The producer sells fleece wool to the collector or wool merchants in the nearest urban center. A wholesale trader then transports and resells the wool at the large wool markets, usually to a commission agent working on behalf of a processor or exporter. Export wool is handled through the grading centers in Karachi, Multan and Lahore and is sorted, washed/scoured, baled and graded according to the grades defined by Wool Test

House, Karachi. Slipe wool is normally purchased by processors directly from the skin tanneries and most is exported^{xii}. The price of wool is paid to the producers on weight basis. The white colored, clean wool fetches relatively higher price as compared with dirty and pale colored one. Similarly the mixed wool is also receiving low price. However, the reflection of incentive for quality wool production in wool price is very little compared to the amount of efforts needed to produce good quality wool^{xiii}.

Farmyard manure. As it is said earlier that nothing is the waste of livestock, manure is also utilized and is a sold item. Whether it is poultry waste or waste of any animal, it is used as fertilizer for agriculture land. Part of manure produced remains un-utilized or is dried for fuel purpose. It can also be used for odder production for livestock.

Offal. Animals' offal is also a sale item, which is not only eaten but also utilized in making the string of sports goods.

ix) Livestock Pricing and Marketing System

Pricing. Pricing is a significant factor of any product. Price determines the profit of any product; hence it is very important for the profit determination in the product. Likewise it has a major role in livestock business. Low producer price for many livestock products are major constraint to the adoption of more intensive production techniques^{xiv}. Although prices have risen in recent years; yet they are low as compared to some neighboring countries like Iran and Afghanistan which is evident from smuggling of livestock from Pakistan to these countries. The prices of animals are settled through negotiation, demand and supply position and bargaining skill. Prices of the products depend on the demand and supply, season of the year (during summer there is less production of milk which reduces supply against demand resulting in high prices of milk similarly during winters price of chicken meat is usually low, due to more production, which reduces demand for mutton or beef) and sometimes pressure of the Government in implementing the fixed prices of the products, particularly during Ramadan, also affect the prices of live animals. About two to three weeks before Eid-ul-Azha special livestock markets are held in and around the urban areas. Prices of animals in these markets are much higher than their prices in the routine markets as the bases of evaluation of buyers (consumers) change while making purchases for "Qurbani". Age, weight and outlook of the animal are the main attributes considered while evaluating the animal.

Pricing mechanism of livestock. In case of live animals, pricing mechanism (way the prices are settled) depends upon the type and location of the market under consideration. At village level, livestock traders visit the producer and price is negotiated. In such cases, the producer (or seller) calculates reservation price based on his village level information obtained from co-villagers/other traders and on the basis of various attributes (specie, health status, age, sex, weigh, milking potential, etc.) of the animal. The urgent cash needs arising also play important role^{xv}. On the other hand, the livestock traders consider the factors like value of animal in the intended market, distance to that market, transport and personal costs involved and some profit level. Seasonality and some social or cultural events (e.g. Eid-ul-Azha) also affect the price level finally determined^{xvi}.

Regarding determining reservation price, producers estimate their prices. Livestock traders calculate the selling price after adding all costs (i.e. transport, various taxes & fees & personal expenses) and some profit margin to the buying price. Similarly traders or *beoparies*, as buyers, make buying price estimation keeping in view all the factors and cost items as mentioned above. The farmers are mostly interested in lackluster animals, male to be used as sire or

draught purposes. For lackluster animals, besides general health status and appearance, obviously milk yield and stage of lactation are important. In draft animals, the muscle power matters more. In case of meat animals, butchers give more consideration to age, general health, live weight, fattiness and skinniness. The butchers generally do not like fatty and very skinny animals; however, the price offered is determined by back-calculation from the prevailing/retail meat price fixed by city or district administration. The deals are finalized either through brokers or one-to-one personal negotiations. When brokers are involved, the deals are always secret, whereas in one-to-one based deals, it is open. On the finalized deals, a fixed percentage of the value of animal (or fixed money by animal type) is paid as market charges to the market contractor. There is no grading or classification system of livestock. Therefore, lot of variations exists in the prices of livestock of the same category within the same market. Some cyclical factors such as drought prevalence and disease outbreaks also affect the prices of live animals. Various intermediaries obtain about one third of the final price as the services rendered by them^{xvii}. The profit margins in mutton animal are almost similar across the country with some variation. The degrees of importance of above discussed factors vary by market and province^{xviii} found negative association between sheep/goat prices and their live weights. This implies that beyond some live-weight, the value of animal for meat purposes decreases rather than increases as tenderness of meat decreases with increase in live weight beyond a certain level. The following issues need to be considered by the policy makers regarding pricing mechanism of live animals. The producer has much less information about the true value of his animal than the buyer or various marketing intermediaries. The producers are least informed about the specifications required by various types of buyers. This weakness on the part of the producer benefits the intermediaries by selling the right type of animal in right market. The price information in primary cattle markets is mainly of localized nature. The information about prices prevailing in other cattle markets are conveyed to one-another on personal links bases. This interchange of price information is limited to intermediaries and producer is not informed at all as there is no systematic way of spread of market information by the government/relevant department.

x) Major Findings

Major findings, based on the observations made and information obtained during the Rapid Livestock Market Appraisal from the suppliers to market, buyers in the market and from contractors/their agents, brokers and from other sources, are summarized below:-

- a) There are usually three types of livestock markets in Punjab and Sindh which are primary collection markets, secondary distribution markets and terminal markets. These markets are held weekly, fortnightly, monthly, biannually and annually. Some special markets are also held on special occasions (Eid-ul-Azha).
- b) The large terminal markets in big cities like Lahore, Karachi, Multan and Rawalpindi are serving an essential function of wholesale markets bringing multiple suppliers and buyers together, establishing reference prices.
- c) Livestock markets are contracted out by the relevant Local Government, in some cases by the Cantonment Board, to different contractors for the collection of transaction/entry charges, under *“The Punjab Local Government (Auctioning of Collection Rights) Rules, 2003”*.

- d) Effective regulatory role is not played by the Local Government Department, the contract awarding authority, as the terms and conditions of auction/contract deal only with the financial matters of contract and not much is mentioned about provision of facilities in the market or other responsibilities of contractor.
- e) In spite of the fact that Local Government is earning a handsome amount from the auction of collection rights of livestock markets (Punjab Local Government Department is expected to receive 2,042.204 million rupees from livestock markets in 2010-11)), most of these markets are lacking even basic facilities like shade, water for humans and animals, ramps for loading/unloading, weighing, fodder troughs, boundary wall and sanitation and drainage. Revenue so generated is used for other purposes.
- f) Facility of veterinary staff for disease checking/health certification was not found available in the markets visited during appraisal which lead to spread of animal diseases to other areas/provinces.
- g) Livestock markets are dominated by the contractors and traders while farmers, as sellers and buyers, have weakest position in the market chain having relatively little information about market prices and trends.
- h) There is no established system of spread of market information by the government/relevant department. It is all personal contact based. More a person is in contact with other markets, better informed and better in position he will be to bargain or exploit the situation. Cellular phones have facilitated the relevant people, in this regard, to some extent.
- i) Market charges and way of collection is different in different markets. Mostly the permissible rate is 4.5% to 5% of value of transaction. In some markets entry charges are charged ranging from Rs. 10/- to Rs. 135/- per animal, along with that animals going out of the market are also charged in the name of loading charges even if no transaction has taken place. Traders, being the regular clients, are mostly charged at discounted rate while producers face discriminatory behavior and usually charged at full rate. Market charges are a major cost item in the marketing process.
- j) Broker's prevalence is common in the markets. About 50% deals are finalized through the brokers while the other 50% are finalized through direct contact of seller and buyer. Their charges range from Rs. 50/- to Rs. 100/- per small animal and from Rs. 300/- to Rs. 1000/- per large animal depending upon the total value of the animal. Sometimes brokers double play and keep both seller and buyer in dark, charge more from the buyer and pay less to the seller and pocket the difference.

- k) Evaluation of animals for sale and purchase in the market is based on personal judgment and weighing is not practiced. Particularly for animals sold or purchased for meat purpose, weight of the animal is important. In the markets there is no arrangement of weighing the animals in the absence of which there is no solid base available for further negotiation. Due to misjudgment the seller or buyer sometimes suffers a loss.
- l) One may find traders buying and selling the same animal in a market and getting reasonable margin in the process. It all happens due to poor marketing practices like selling the animals on the basis of head count instead of live weight, poor market information and secret negotiation instead of auction.
- m) Livestock major products include milk, mutton, beef, hides and skins, poultry, wool and farm yard manure.
- n) In the markets deal is finalized through secret negotiation, auction is usually not practiced. Demand supply situation and bargaining skill also plays its role in reaching the final price of the animal.
- o) Buyers are not provided with complete information about the animal being traded like its age, sex, weight, pedigree, true milking potential, health status, etc.
- p) Animals purchased for milking purpose are tested for their milk potential. Sellers bringing such animals to the market don't milk them for last 24 or 36 hours and when tested for the purpose show good milk potential. Injections are also used to temporarily enhance milk yield. This practice, apart from deceiving the buyer, is also harmful for the health of the milking animal.
- q) There is no arrangement of security in and around the markets. As there is cash dealing, incidences of robbery were reported by many.
- r) No record of any type regarding number of animals arrived, animals traded and value of trade is maintained in the market. Although receipts for entry/transaction charges are issued but these do not cover all the aspects and the information so obtained is not compiled at any level.
- s) Fixing of meat prices by the local administration is the reason of non availability of good quality meat to the consumers as no premium is associated with the quality of meat and it leads to slaughtering of old and sometimes unhealthy animals.
- t) Transportation is also a major cost item in the marketing of live animals. It ranges from an auto rickshaw to a trailer. Trailers are mostly used for the transportation of cattle from Punjab markets to Karachi terminal market. Bus being the most economical transport. Sharing of transport is a common practice at all levels, it minimizes the transportation cost. Share of transportation cost in the total

marketing cost ranges from 12% to 40% depending on type of livestock being traded, distance to market, mode of transport and rate of other market charges.

- u) Relevant people/stakeholders are not aware of any law/rules governing livestock markets.
- v) Illegal trade of live animals, mostly to Iran and Afghanistan, is reported to be the one of the causes of increasing prices of animals in the markets.
- w) Animals are purchased in the markets for meat, milking or young stock for rearing. Buying of animals with a major purpose to get their hides and skins was not noticed during the appraisal.
- x) Nine districts in Punjab and eighteen in Sindh were affected by the recent floods which caused severe damage to livestock sector in these provinces. The monetary value of loss occurred in the shape of loss of animals and infrastructure was estimated to be rupees 675.538 million in Punjab and rupees 16,064.00 million in Sindh, by the relevant livestock departments.

4.0 Analysis

The livestock sub-sector is sharing more than 50% to the total value addition in the agriculture sector, having grown to 4.1% in 2009-10 in comparison to 3.5% last year. National Commission on Agriculture clearly emphasized that *“one of the main reasons for the lack of development in the livestock sub-sector is the exceedingly defective system of livestock marketing and livestock products”*. The population growth, increase in per capita income and export revenues are all factors fueling the demand for livestock and livestock products.

Despite the increasing importance of livestock sector in the national economy, the lack of any market infrastructure/facilities in most of the livestock markets and poor marketing techniques have limited this business. It is evident that good marketing of livestock is the key to the progress of the common man. Livestock production is showing an increasing trend, but due to lack of proper marketing facilities and practices, this sector's performance has never been up to the mark.

Most existing livestock markets are designated open places where animals are brought for sale and purchase. Most of these livestock markets are lacking even in very basic facilities/infrastructure like shelter for animals, water for humans and animals, boundary walls, feed, fodder and fodder troughs, weighing arrangements, electricity, sanitation and drainage. There is no market intelligence/information service available which leads to exploitative behavior by those who have more market information because of frequent contact with other livestock markets. Facilities for veterinary staff for disease-checking/health certification is usually not available in the markets which lead to the spread of animal diseases to other areas/provinces. The major deficiency in the present livestock marketing system is trading on the basis of head count instead of the live weight of the animals. Deals in the market are finalized through secret negotiations, instead of an open auction of the animals. One may find traders buying and selling the same animal in the same market and getting a reasonable profit margin in the process. This is due to poor marketing practices such as selling the animals on the basis of head count instead of live weight, poor market information and secret negotiations instead of auctions. Infrastructure such as properly constructed ramps for the loading and unloading of animals, is mostly not available in the markets leading to frequent incidences of injury among the animals during the process. In most of the markets this facility is privately provided in a traditional manner for which the user has to pay its charges.

Currently most of the livestock markets are owned and leased out by the local governments and a large sum of revenue is collected in this way. This contractual money is not, in most cases, invested back for the provision of facilities in the markets. The contract holder of the market normally does not change for year to year. The contractor of the market has maximum influence in the affairs of market. As there is no system of arbitration, the contractor has the final say in case of any dispute. Contract documents do not specify any responsibilities of the contractor or the contract-awarding authority about any facilities to be provided in the market. Veterinary staff for disease checking/health certification was not available in the markets visited during appraisal, which can lead to the spread of animal diseases to other areas/provinces.

Market charges have become a reason for distortion since rate of these charges and the way these are collected is different in each market. Market charges range from 4.5% to 5% of transaction value. Permissible market charges were displayed in the market premises. The

contractor/its agents overcharging, particularly the newcomers and producers, is common in the markets. Producers, as sellers and buyers, face discriminating behavior in the markets. Traders, being regular clients of the market, are given preferential treatment in the levy of market charges and are given a discounted rate while producers are always charged at full rate. Some markets also charge for entry to market, ranging from Rs. 10/- to Rs. 135/- per animal. Few examples of charging the animals that were going out of the market were also noted. Apart from this, suppliers and buyers in the market are also charged in the name of parking, loading, amman committee and for the provision of cushioning material.

Meat prices are fixed by the local government and no premium is associated with the quality of meat. Good quality meat cannot be provided at these prices which results in the slaughtering of unhealthy and old animals. The prevalence of brokers is common in the markets. They assist in finalizing the deal and getting their pre-approved charges. Sometime they don't let sellers and buyers meet in order to get a good margin out of the deal. Record of any type, such as number of animals arrived, their health status, animals traded or the value of trade, is not maintained in the markets or at any central level. This is important information to be compiled in planning, policy formulation, determining market efficiency, and working out changes in producers' responses to any market variations. Each part of the livestock is sellable, including milk, mutton, beef, hides and skins, poultry, wool, farmyard manure and offal. But marketing of these products still needs improvement to ensure maximum returns to the livestock holders.

It is evident from the above discussion that livestock is an important sub-sector of agriculture and its performance has remained much better than crop yields. Hence, it requires the proper attention of the relevant authorities to overcome the difficulties faced by the livestock holders. In doing so, livestock markets are the central areas to kick-start the development process through proper regulation and policy formation.

5.0 Annex

1. Revenue Collected from Livestock Markets in Punjab

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
1	Data Gunj Buksh Town	0	0	0
2	Ravi Town	0	0	0
3	Nishtar Town	0	0	0
4	Allama Iqbal Town	92055460	61452000	78800000
5	Aziz Bhatti Town	0	0	0
6	Shalimar Town	0	0	0
7	Samanabad Town	0	0	0
8	Gulberg Town	0	0	0
9	Wahga Town	0	0	0
10	Sheikhupura	35633400	35790000	40000000
11	Ferozwala	0	0	0
12	Muridke	16000	0	0
13	Sharaqpur Sharif	0	0	0
14	Nankana Sahib	0	3350000	5200000
		0	1250000	5950000
15	Safdarabad	99308	300000	117000
16	Sangla Hill	822000	0	560000
17	Shahkot	130000	0	143000
18	Kasur	479253	400000	950000
19	Pattoki	3285324	0	5050000
20	Chunian	398874	325000	350000
21	Okara	0	6442000	7030000
		0	6442000	7030000
		0	1000000	1350000
22	Depalpur	0	1700000	1800000
		0	300000	300000
23	Renala Khurd	0	10000	12000

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
24	Qila Dedar Singh Town	2164117	0	5000000
25	Aroop Town	10566230	9375000	9375000
		0	39060250	2343000
26	Khayali Shahpur Town	13300000	13300000	11500000
27	Nandipur Town	6588708	0	0
28	Kamoki Town	0	0	0
29	Noshera Virkan Town	0	805000	885000
30	Wizirabad Town	706366	0	0
31	Hafizabad	0	100000	100000
32	Pindi Bhattian	11500000	10200000	13500000
33	Sialkot	900500	4500000	2467000
34	Daska	1530350	900000	812000
35	Pasrur	0	0	0
36	Sambrial	0	10000	150000
37	Narowal	3700000	0	3820000
38	Shakargarh	157000	160000	301000
39	Gujrat	51300000	0	67600000
40	Kharian	1155000	1200000	1450000
		3400000	400000	500000
		154326	150000	200000
41	Sarai Alamgir	1015000	0	2400000
42	Mandi Bahauddin	0	1000000	1200000
		0	600000	1330000
43	Piplan	0	0	231000
44	Malikwal	1572160	1970000	1850000
		0	0	250000
45	Rawal Town	0	0	0
46	Potohar Town	27896080	26200000	42000000
47	Kalar Saidan Town	749645	770000	858000
48	Murree Town	0	0	0
49	Gujar Khan Town	2368569	3451000	3650000
		167480	155000	195000

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
50	Taxila Town	0	0	0
51	Kahuta Town	500000	0	555000
52	Kotli Sultan Town	148000	87000	148000
53	Attock	57540847	58743700	75000000
		0	0	4700000
54	Hassanabdal	0	155000	170000
		3891552	344000	486000
		0	0	0
55	Fateh Jhang	15889606	18586700	19422600
56	Pindi Gheb	6127383	10920000	10786000
57	Jand	30122150	30122150	30122150
		1660	3000	3000
58	Hazro	3829250	2993600	5156000
59	Chakwal	21553020	20500000	26350000
60	Talagang	41202817	46819000	54000000
61	Choa Sidan Shah	0	0	0
62	Kalar Kahar	0	0	0
63	Jhelum	1287385	1580000	940000
64	Sohawa	279100	1250000	2700000
65	Pind Dadan Khan	0	0	0
66	Dina	265949	300000	350000
67	Sargodha	439440	0	600000
		271890	0	400000
		279600	0	400000
		297310	0	400000
68	Bhalwal	75909550	50000000	0
		0	0	42500000
		0	0	24450000
69	Shahpur Sadar	0	23150000	2550000
70	Sahiwal (SGD)	476656	4660000	4500000
71	Sillanwali	0	3800000	3100000
72	Kot Momin	281624	0	1050000
		1950000	0	3000000
73	Khushab	111220822	100500000	80000000

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
74	Noorpur Thal	100000	0	500000
		0	0	2500000
		0	0	74000
75	Mianwali	53582678	54099452	0
		0	0	900000
		0	0	22901000
		0	0	25000000
		0	0	15600000
		0	0	925000
		0	0	251000
		0	0	200000
		0	0	200000
76	Eisa Khel	0	6500000	6000000
77	Piplan	10372558	12059925	12000000
78	Bhakkar	57000000	55700000	72500000
		4734934	4900000	4500000
79	Darya Khan	7881154	6850000	7500000
80	Kaloor Kot	13820506	8500000	14000000
81	Menkara	4426000	0	361600 (Deptt)
		0	0	4152000
82	Layalpur Town	300000	0	0
83	Madina Town	0	0	0
84	Iqbal Town	1000000	2537445	3000000
85	Jinnah Town	15855000	17476710	18000000
86	Chak Jumra Town	0	0	0
87	Jaranwala Town	1745430	1625000	1770000
88	Tandianwala Town	5417383	0	7396530
		302127	0	362290
89	Samundri Town	2301771	1150000	3100000
90	T.T Singh	9427860	6925000	12200000
91	Gojra	558265	350000	350000
92	Kamalia	2331000	4430000	6000000
93	Jhang	61347777	54302852	120000000

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
94	Chiniot	33003125	33500000	37500000
95	Shorkot	13890708	16000000	16010000
		2274200	5200000	5720000
96	Ahmadpur Sial	0	0	0
		9102947	11950000	11730000
97	Bosan Town	0	0	11000000
98	Shah Rukne-e-Alam Town	0	0	0
99	Musa pak Shaheed	8973875	3957614	13875000
100	Sher Shah Town	50300000	60110000	46700000
101	Shujabad Town	39255	515000	300000
102	Jalalpur Khan Pirwala	346780	300000	530000
103	Khanewal	7010	408122	400000
		327010	540000	400000
		0	5400000	0
104	Mianchunnu	0	0	255000
105	Kabirwala	3200000	4202000	4000000
		1684854	500000	1300000
106	Jahanian	0	50000	50000
107	Sahiwal	61555	0	0
		117108	259593	125000
		562013	2432762	820000
		0	0	0
108	Chichawatni	19777358	19000000	205000000
109	Pakpattan Sharif	0	471000	500000
		0	90000	115000
		0	275000	280000
		0	80000	90000
		0	715000	750000
110	Arifwala	20096818	20600000	22100000
		1009007	430000	430000
		1107502	1099719	1306000

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
		238002	247335	247335
		116000	130000	130000
		187000	187000	187000
		403002	430585	430585
111	Vehari	3739880	4040000	4260000
		17688365	19187000	18653000
112	Burewala	1472234	1335000	1400000
		8905100	7559000	8500000
		45500	487000	600000
113	Melsi	1006146	461500	1077000
114	Lodharan	0	19000000	13500000
115	Karor Pacca	428597	95000	800000
		0	0	800000
116	Dunyapur	569860	800000	575000
		1267403	350000	950000
117	D.G Khan	34728868	52400000	65010000
118	Tribal Area	0	0	0
119	Taunsa Sharif	0	0	50000000
120	Rajanpur	18159768	21027740	25301000
121	Jampur	33110000	37500000	49001000
122	Rojhan	66000	100000	110000
		1925000	1925000	2200000
123	Muzzafargarh	0	19370500	22640000
124	Kot Addu	20714563	23000000	23000000
125	Alipur	17001000	0	10900000
126	Jatoi	0	0	1845000
127	Layyah	67497000	88500000	102000000
128	Karor Lal Eisan	0	19105000	36600000
129	Chobara	0	0	0
130	Bahawalpur City	4750000	0	8000000
131	Bahawalpur Sadar	893537	1018000	1018000
132	Ahmadpur East	7656000	4665000	5131500
133	Hasilpur	4200000	3335000	5951000
134	Yazman	3810000	0	4500000

Sr. No.	Name of the TMA	Actual 2008-09	Rev 2009-10	Budget 2010-11
135	Kairpur Tamianwali	1151205	1069290	918961
136	Bahawalnagar	9825000	0	12700000
		9166000	9358751	12700000
137	Haroonabad	725020	825000	1000000
138	Chistian	3500000	1700000	2500000
139	Fort Abbas	4473000	4765000	5400000
140	Minchnabad	820000	791000	885000
		30000	33000	45000
141	R.Y. Khan	8763657	8013760	9607000
		20000000	16000000	20000000
142	Khanpur	1933462	2424798	4000000
		1998017	1988017	1998019
143	Sadiqabad	0	20000000	30000000
144	Liaquatpur	62100000	0	967000
	TOTAL	1893726515	1967287870	2042203970

Source:- Local Government and Community Development Department, Punjab

7. Livestock Markets in Sindh

Sr. No.	Name of Market (Pirri)	Day of Market
❖	Karachi District	
1	Landhi Cattle Colony	Daily
2	Malir Pirri	Daily
	Tharparkar	
3	Mithi Piri	Sunday
4	Islam Kot Pirri	Thursday
5	Chachro Pirri	Tuesday
	N-Feroz	
6	Bihria Road	Saturday
7	Halani	Sunday
8	Tharu Shah	Sunday
9	Kandiaro	Monday
10	Moro	Tuesday
11	N-Feroz	Tuesday
	Hyderabad	
12	Tando Allah Yar	Thursday
13	Usman Shah Hari	Wednesday

Sr. No.	Name of Market (Pirri)	Day of Market
14	Town Chamber	Tuesday
15	Hala	Monday
16	Matiara	Weekly
17	Oderolal	Friday
18	T. M. Khan	Sunday
19	Panj Moro (Saeedabad)	Sunday
20	Hyderabad	Daily
21	Bye Pass Bakra Pirri	Wednesday
	Khairpur	
22	Khairpur	Wednesday
23	Hingorja	Monday
24	Subho Dero	Saturday
25	Pir Jo Goth	Thursday
26	Kot Lalo Pirri	Sunday
27	Sagiun	Saturday
28	Thari Mirwah	Saturday
29	Kumb	Thursday
30	Bhangu Bahan	Saturday
31	Wad Pagia	Sunday
	Sanghar	
32	Shahdad Pur	Monday
33	Khipro	Monday
34	Khipro	Tuesday
35	Shahpur Chakkar	Wednesday
36	Sanghar	Thursday
37	Tando Adam	Saturday
38	Sindhri	Sunday
	Larkana	
39	Larkana	Daily
40	Dokri	Wednesday
41	Rato Dero	Monday/ Tuesday
42	Shadad Kot	Daily
43	Naseerabad	Monday
44	Warah	Daily
45	Badah	Wednesday
	Nawabshah	
47	Nawabshah	Daily
48	Sakrand	Sunday
49	Dour	Tuesday
50	Jam Sahib	Tuesday
51	Qazi Ahmed	Thursday
52	War	Friday
53	60 Miles	Monday
	Dadu	
54	Dadu	Monday

Sr. No.	Name of Market (Pirri)	Day of Market
55	Mehar	Thursday
56	Johi	Sunday
57	Jhangara	Sunday
58	Thanabullah Khan	Thursday
59	Kotri	Tuesday
	Jacobabad	
60	Jacobabad	Monday/ Thursday
	Sukkur	
61	Sukkur	Daily
62	Rohri	Monday/ Thursday
63	Pano Aakil	Daily
	Shikarpur	
64	Shikarpur	Daily
	Mirpurkhas	
65	Mirpurkhas	Thursday
66	Mirpurkhas Bus Stand	Wednesday
67	Kot Inayatullah Shah	Tuesday
68	Belharo	Thursday
69	Bacha Band Samaro	Tuesday
70	Kot Ghulam Muhammad	Monday
71	Samaro Road	Tuesday
72	Kunri	Saturday
73	Umerkot Town	Monday
	Badin	
74	Badin	Daily
75	Serani	Friday
76	Kadhan	Tuesday/ Thursday
77	Shaheed Fazil Raho	Monday
78	Nindo	Sunday
79	Nindo Shahr	Sunday
80	Phulkara	Monday
81	Shadi Large	Monday
82	Khadahro	Wednesday
83	Tando Bago	Thursday
84	Talhar	Saturday
85	Pangrio	Tuesday
	Thatta	
86	Thatta	Thursday
87	Mirpur Sakro	Tuesday
88	Garho	Tuesday
89	Mirpur Bathoro	Tuesday
90	Chohar Jamali	Tuesday

8. Information from Suppliers to Livestock Markets

1. Market Visited. _____ Date of Visit _____
2. Name _____
3. Address _____ Contact No. _____
4. Category of Supplier (a). Producer/Farmer (b). Trader (c). Other _____
5. Type of livestock being marketed _____ Reserve Price _____
6. Age (s) _____ Weight(s) _____
7. Origin & distance to reach market _____
Mode/cost of transport _____
8. Availability of transport (a). Easy (b) Not easy
9. Views about collective transportation _____
10. Previous price information of the livestock _____ If yes – Source _____, is it helpful
in striking a good deal _____
11. Facilities in the market: (a) Available _____
12. Required _____
13. Charges to be paid on transaction (a) Amount/rate _____ (b) Paid to whom _____
Receipt obtained _____ (d) Awareness about permissible charges - Y/N
14. Behavior of contractor/its agent _____ Its liabilities _____
15. Awareness about any law governing the market – if yes, views about it _____
16. Awareness about rights and liabilities of contractor _____
17. Are you satisfied with the system? Y/N, If not what improvements are proposed

18. Market should be held daily/weekly/fortnightly/monthly
19. Opinion about access to market and its organization

9. Information from Buyers in the Livestock Markets

1. Market Visited. _____ Date of Visit _____
2. Name _____
3. Address _____ Contact No. _____
4. Category of buyer: Farmer/Trader/Butcher/Buying Agent/Consumer/any other
5. Type/No./weight/price of livestock purchased
6. Purpose of purchase – (a). For Rearing (b) Trading (c) Consumption (d). For onward sale to _____ (e) For processing/slaughtering (f) Other _____.
7. Other sources of purchase
8. Percent of total purchase (a) From Market _____ (b). From other sources _____
9. Facilities in the market: (a) Available _____ (b) required _____
10. Charges to be paid on transaction (a) Rate/amount _____ (b) Paid to whom _____ (c) Receipt obtained _____ (d) Awareness about permissible charges Y/N
11. Behavior of contractor/its agent _____ Its liabilities _____
12. Awareness about any law governing the market – if yes, views about it: _____
13. Are you satisfied with the system? _____ What improvements are proposed? _____
14. Market should be held daily/weekly/fortnightly/monthly?
15. Opinion about access to market and its organization:

10. General Information Regarding Livestock Market

Date _____

1. Location/address _____
2. Area _____
3. Name of contractor _____
4. Value of contract for 2010-11 _____
5. Facilities available _____
 - a. Weighing – Y/N _____
 - b. Loading/unloading ramp – Y/N _____
 - c. Water – for humans – Y/N, for animals – Y/N
 - d. Fodder/feed – Y/N
 - e. Its prices _____
 - f. Shade – Y/N
 - g. Health certification/disease treatment – Y/N
 - h. Boundary wall – Y/N
6. Schedule of charges displayed – Y/N
7. Transport availability _____
8. Presence of any representative of Livestock Department _____
9. Timings and day of market _____

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12 - End Notes

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